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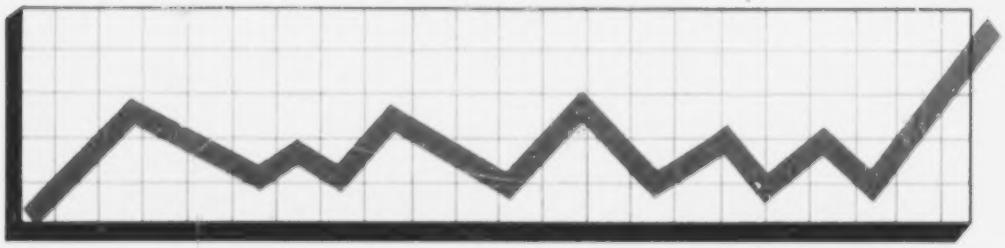
SOCIETY of INDUSTRIAL REALTORS®

Industrial Real Estate Market Survey

Fall 1981



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SPECIALISTS IN INDUSTRIAL REAL ESTATE

The SOCIETY OF INDUSTRIAL REALTORS® is a professional affiliate of the NATIONAL ASSOCIATION OF REALTORS®. The Society's 1,500 Members and Associates in the U.S., Canada, England, France, the Netherlands and Australia specialize in serving the real estate needs of industry throughout the world.

Dedicated to the maintenance of the highest professional standards in the field of industrial real estate, the Society stresses experience, knowledge, capability and integrity in qualifying its members. Our Active Members have earned the professional designation "S.I.R." Each one has a record of at least seven years' successful experience as an industrial property broker, subscribes to high ethical standards, and has passed a written examination.

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INTRODUCTION AND ACKNOWLEDGMENTS

The statistics and analyses contained in the Fall 1981 **Industrial Real Estate Market Survey** are based on the experiences of 115 S.I.R. panelists in 54 metropolitan areas in the U.S. and Canada during the third quarter of 1981. The panelists, all S.I.R. members, were chosen on the basis of their experience, knowledge and overall grasp of their respective markets. Six areas and 14 panelists have been added since we last released the survey in May of this year.

Once again, we are proud to provide the most current, comprehensive and reliable information available on the industrial real estate market. This data is vital to the work of corporate real estate managers, economic development professionals, the business and real estate press, and others, particularly considering the changing and uncertain nature of today's market.

The statistics contained in this survey are based on the experiences of the panelists in their areas. In some areas, only one panelist completed the survey form (see example on page 107). In other areas, however, two or more panelists completed the questionnaire and ranges are presented. In all cases, the statistics reflect the particular market conditions prevailing as viewed by the panelists in their specific areas at the time they submitted their completed questionnaires. Therefore, the data reflect the best professional judgments of the individual panelists.

For the purposes of the survey, S.I.R. defines a gross lease as one in which the tenant's rent includes real estate taxes, fire and extended coverage insurance, as well as maintenance of the roof, structure and outside walls.

Users of this survey having questions concerning this information should direct them to S.I.R. members in the local areas involved or the S.I.R. national office in Washington, D.C.

The Society extends its deep appreciation to those whose hard work and willingness to share information make these surveys possible; to Glen Crellan, Beverley Davis, Dr. Ron Davis, Deborah Gallup, Cynthia Jackson, Dr. Kenneth Kerin and Terry Short, all of the NATIONAL ASSOCIATION OF REALTORS®' Economics and Research Division; and to S.I.R. Research Committee Chairman Irving Korb and the **Industrial Real Estate Market Survey** panelists, without whose counsel and cooperation these reports could not be produced.

Fall, 1981.

Daniel O'Leary
President

Robert E. Boley
Executive Vice President

INDUSTRIAL PANELISTS

Northeast

Boston

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J. Brad Griffith

Buffalo

Robert Hogan
Max Becker, Jr.
Howard T. Saperston
Richard Bickford
James W. Oppenheimer

Hartford

John C. Gunning
Russell A. Carlson

New Haven

Robert Adnopoz

New Jersey

Sheldon A. Gross
Stanley Simon
Charles Klatskin
Marv Katz

New York City

Michael Kunstenaar
Robert F. Schwartz
Richard Maltz

Philadelphia

George M. Axilbund

Pittsburgh

Morton A. Weissman
William C. Green, Jr.
Charles G. Ritchey
Edward P. Doran

Syracuse

Robert Hood

Wilmington

Harry B. Tingle

North Central

Akron

James O. Cummins

Chicago

Donald W. Schaumberger
G. Pat Ryan

Cincinnati

P. Martin Graves
Alan R. Stein
Jerry Devitt

Cleveland

Richard S. Adler, Jr.
Eugene H. Grancha
William N. West

Columbus

Henry F. Coridan
Robert G. Denmead
Clifton B. Gleaves
Michael B. Griffith
Walter C. Leste
Patrick J. Meers
Carroll D. Neff
Frank J. Shea
Steven T. Smith
Robert T. Taggart
Oscar L. Thomas, Sr.
Oscar L. Thomas, Jr.
Kenneth A. Wears
William C. McMenamy, Jr.

Des Moines

Joseph N. Hess

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Donald J. Hartman
Robert W. Bennett
Stanley J. Wisinski, III
Robert L. Salsberry
Jarvis J. Schmidt
Michael J. Doyle

Indianapolis

George C. Charbonneau

Kansas City

Ed Doerr
Olen Monsees

Milwaukee

Richard J. Harringan
James T. Barry, Jr.
Harold Wolfe

Minneapolis

Harold J. Miller

St. Louis

Floyd L. Sweeney
John A. S. Lane Jr.
Daniel F. Sheehan, Jr.
Burton E. Follman

Terre Haute

Paul J. Pfister

Wichita

Frank O. Schilpp, Jr.

South

Atlanta

Nick C. Schlitz

Baltimore

James J. Casey
Robert M. Arnold
Thomas C. Martel
J. Carey Martien
Howard C. Cherkoff

Charlotte

Albert C. Kirby

Dallas

Thomas E. Clarke

El Paso

Robert M. Keller
James A. Keller
Mark M. Blaugrund

Fort Worth

Robert K. Garrett

Greensboro

Charlie Weill

Houston

Don H. Haley
J. Michael Hill
David L. Cook
Tom Ettlinger

Jacksonville

Lee D. Wedekind
William Drennon

Little Rock

William F. Rector, Jr.
Dan R. Robinson, III
Edward K. Willis

Memphis

Irvin D. Califf
James R. Pirtle

Miami

Robert G. Baal
Phillip A. Thomas

New Orleans

Max J. Derbes, III
Eugene Simon

Norfolk

Douglas D. Ellis

Orlando

Jack N. Miller
George Pennington

Richmond

H. Merrill Plaisted, III
Robert E. Porter

Tampa

Evelyne B. Andretta
James H. Franc

Tulsa

David Rich
Robert E. Grant

Washington, D.C.

Winfield Weitzel
James W. Kibbe
Franklin Paulson

West

Albuquerque

John W. Daly

Denver

W. Douglas Morrison
Donald O'Brien
Jeffrey Y. McClintock

Los Angeles

William M. Schnee
William L. Neiman
Edwin A. Meserve
George C. Schumacher
William B. Renwick, Jr.

Phoenix

Alex J. Haas

Portland

John L. Bowman
James R. Allan
Paul F. Breuer

Reno

Jack E. McCorkle

San Francisco

Ronald G. Boyer

Seattle

Jerome E. Mathews
Larry Canaan

Oakland

Lawrence C. Jones, Jr.

Canada

Montreal

Gary V. Caplan
David Mills

Toronto

Lawrence E. D'Orsay
Robert A. Fear

Geographic Coverage of the Survey

For the purposes of this report, the U.S. is broken into the four economic regions as designated by the U.S. Dept. of Commerce: Northeast, South, North Central, and West. Canada is represented on the above map by its southern-most areas inasmuch as the survey covers only two of its cities, Montreal and Toronto.

NATIONAL TRENDS

The Fall 1981 Industrial Real Estate Market Survey indicates that the sluggish economy and high interest rates are continuing their harsh grip on the industrial real estate market. However, the slide appears to be moderating. While the market may have bottomed out as we suggested in our spring survey, it appears that it has stabilized in the recessionary trough with no anticipation of a quick recovery among our panelists. Most expect the market to continue its present stable course over the next 12 months or pick up only moderately.

The north central region of the country continues to be hardest hit by the slow market. In most cases, our market indicators in that region remain below the other regions.

There are some reasons for optimism. During the fourth quarter of this year the incentives and cash flow benefits of the recently enacted business tax cuts (including the 15-5-3 depreciation schedule) should begin to have an impact. Furthermore, interest rates may begin to decrease somewhat. The industrial real estate market should begin to show some of the benefits of these changes in 1982.

Dollar Volume of Activity More Stable

The dollar volume of sales appears to be about the same now as it was in the spring. Over one-third of the areas report that the dollar volume of sales for manufacturing and warehousing and distribution space is the same as a year ago. Sales of properties for research and development activity are even more stable as almost one-half of the reports show no change. Slightly fewer areas than in the spring indicate that dollar volume has declined and more areas have experienced an increase. Thus, the downward movement in dollar volume appears behind us.

The dollar volume of leases demonstrates a similar trend. Again there are increasing signs of stability.

EXHIBIT 1
DOLLAR VOLUME OF SALES AND LEASES COMPARED TO A YEAR AGO
IN THE UNITED STATES
(Percentage Distribution)

	Up more than 10%	Up 1-10%	Same	Down 1-10%	Down more than 10%	Total
Sales						
Manufacturing	14	11	38	13	24	100
Warehousing & Distribution	13	19	36	11	21	100
Research & Development	10	10	49	17	14	100
Leases						
Manufacturing	12	11	41	11	25	100
Warehousing & Distribution	19	14	33	14	20	100
Research & Development	6	10	59	13	12	100

Prices Stable

Prices for most sized industrial properties are generally stable or up only moderately from a year ago. Most buildings in a majority of the central cities have not experienced price increases. In the suburbs prices have increased slightly more but still have not increased significantly. Clearly, the trend has been one of price moderation since our fall 1980 survey as the proportion of reports of no change has continued to increase. In addition, the price increases that have taken place have been relatively small.

EXHIBIT 2
SALES PRICES COMPARED TO A YEAR AGO
FOR PRIME INDUSTRIAL BUILDINGS IN THE UNITED STATES
(Percentage Distribution)

	Up more than 10%	Up 1-10%	Same	Down	Total
Central City					
100,000 or more sq. ft.	16	21	55	8	100
60,000-99,999 sq. ft.	12	22	60	6	100
40,000-59,999 sq. ft.	13	25	56	6	100
20,000-39,999 sq. ft.	13	26	57	4	100
5,000-19,999 sq. ft.	18	24	55	3	100
Less than 5,000 sq. ft.	15	28	55	2	100
Suburbs					
100,000 or more sq. ft.	14	28	51	7	100
60,000-99,999 sq. ft.	14	29	53	4	100
40,000-59,999 sq. ft.	13	31	50	6	100
20,000-39,999 sq. ft.	16	35	44	5	100
5,000-19,999 sq. ft.	14	34	47	5	100
Less than 5,000 sq. ft.	17	33	49	1	100

Prices of industrial sites demonstrate the same stability. Unimproved sites in particular are not experiencing price increases. The price increases that are taking place are moderate in their rate of increase (in the one to ten percent range).

EXHIBIT 3
SALES PRICES COMPARED TO A YEAR AGO
FOR INDUSTRIAL SITES IN THE UNITED STATES
(Percentage Distribution)

	Up More than 20%	Up 11-20%	Up 1-10%	Same	Down	Total
Central City						
Improved	4	9	40	41	6	100
Unimproved	-	4	15	73	8	100
Suburbs						
Improved	7	20	28	41	4	100
Unimproved	7	12	14	60	7	100

Lease prices are following the same trend. Between a third and half of the areas indicate no changes in lease prices over the past 12 months. For almost all size properties the percentage of areas experiencing stable prices has increased since our spring survey. However, there has also been successive increases in the percentage of areas citing price reductions since the spring of '81 and the fall of '80. Those price increases that have occurred have mostly been ten percent or less.

EXHIBIT 4
LEASE PRICE COMPARED TO A YEAR AGO
FOR PRIME INDUSTRIAL BUILDINGS IN THE UNITED STATES
(Percentage Distribution)

	Up More than 20%	Up 11-20%	Up 1-10%	Same	Down	Total
Central City						
100,000 or more sq. ft.	5	6	29	49	11	100
60,000-99,999 sq. ft.	6	7	30	47	10	100
40,000-59,999 sq. ft.	9	7	31	41	12	100
20,000-39,999 sq. ft.	5	10	29	40	16	100
5,000-19,999 sq. ft.	4	10	36	36	14	100
Less than 5,000 sq. ft.	7	8	32	45	8	100
Suburbs						
100,000 or more sq. ft.	4	11	32	44	9	100
60,000-99,999 sq. ft.	5	15	32	38	10	100
40,000-59,999 sq. ft.	6	13	30	41	10	100
20,000-39,999 sq. ft.	5	14	32	40	9	100
5,000-19,999 sq. ft.	5	14	41	31	9	100
Less than 5,000 sq. ft.	7	14	41	33	5	100

Vacancy Situation Continues to Loosen

As could be expected in a down market of long duration, the vacancy situation is anything but tight. Although some areas are experiencing tight markets for certain sized buildings, most metropolitan areas have general oversupply situations or balanced markets. The vacancy situation has generally loosened up steadily since our survey in the fall of 1980 when a majority of areas reported a shortage situation or at best a balanced market for most sized buildings. However, the market for smaller sized buildings has exhibited less change.

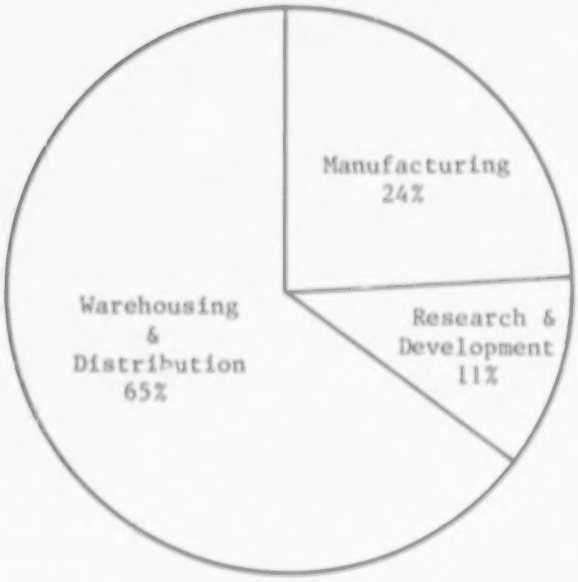
EXHIBIT 5
VACANCY SITUATION FOR
PRIME INDUSTRIAL BUILDINGS IN THE UNITED STATES
(Percentage Distribution)

Square Feet	Substantial Shortage	Moderate Shortage	Balanced Market	Moderate Oversupply	Substantial Oversupply	Total
100,000 or more	16	19	20	32	13	100
60,000-99,999	14	19	24	30	13	100
40,000-59,999	10	17	31	32	10	100
20,000-39,999	10	21	30	30	9	100
5,000-19,999	15	22	31	24	8	100
Less than 5,000	16	29	25	21	9	100

Warehousing and Distribution Continue to Absorb Most Space

The industrial buildings that are sold or leased are most often devoted to warehousing and distribution activity. Manufacturing continues as the second most popular use followed by research and development activity. There have been no great changes in these proportions since our last survey although the percentage of absorption devoted to manufacturing has increased slightly at the expense of warehousing and distribution.

EXHIBIT 6
COMPOSITION OF ABSORPTION
IN THE UNITED STATES



Construction of Industrial Buildings Continues Sluggish Pace

The pace of new construction across the country continues to be about the same or down from a year ago. There has been no significant change in this indicator since our spring survey.

EXHIBIT 7
RATE OF NEW CONSTRUCTION COMPARED TO A YEAR AGO
IN THE UNITED STATES
(Percentage Distribution)

	Up Substantially	Up Moderately	About the Same	Down Moderately	Down Substantially	Total
Manufacturing	3	12	31	28	26	100
Warehousing & Distribution	5	20	19	37	19	100
Research & Development	6	16	35	25	18	100

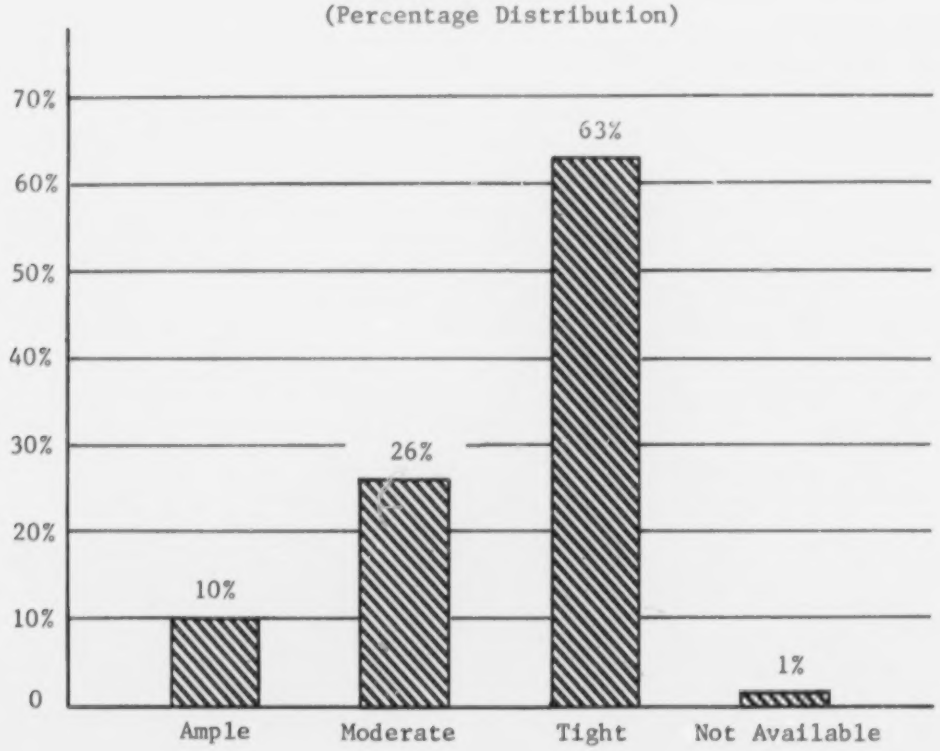
Mortgage Money Gets Tighter

Mortgage money to finance purchases of industrial properties has become harder to get since our spring survey. Over 60 percent of the panelists report that the availability of money from their primary sources is tight. About a fourth indicate that money availability is moderate and only ten percent report that money is ample. In our spring survey, by contrast, only 43 percent reported money availability as tight and 43 percent reported that it was moderately available.

Most financing continues to be provided by industrial revenue bonds and insurance companies. However, more and more panelists are also reporting sellers as their primary source of financing. Before, reports of sellers as a primary source were scattered; now, this source is becoming more commonplace.

Interest rates of course continue to be high. Rates charged by sources such as insurance companies or sellers range from 12 to 16 percent. Industrial revenue bonds are carrying interest rates ranging from 10 to 16 percent. Effective interest rates may be somewhat higher because of equity participation requirements imposed by lenders.

EXHIBIT 8
MORTGAGE MONEY AVAILABILITY
IN THE UNITED STATES
(Percentage Distribution)



Outlook for More of the Same

The outlook, remains cautious as in our last survey although there is a slight decrease in negative reports. Dollar volume, for the most part, is expected to be stable or pick up moderately over the next 12 months. The outlook for sales is slightly less optimistic than for leases.

Prices are expected to continue their present trend with a majority of the panelists expecting no change or increases of ten percent or less. This is true for both sales and lease prices, although 20 percent of the panelists expect lease prices to increase more than ten percent.

The outlook for absorption is more optimistic than last spring. At that time almost a third of the panelists expected decreases in absorption. Now, only 13 percent expect decreases.

Construction costs are expected to continue to increase moderately (ten percent or less) or remain the same.

Expectations on interest rates is a new indicator in our survey. Nearly all panelists expect interest rates to remain stable or decline with about half in each camp. Those with expectations of decline generally foresee a one and a half to three point reduction.

EXHIBIT 9
OUTLOOK FOR INDUSTRIAL REAL ESTATE ACTIVITY
FOR THE NEXT 12 MONTHS IN THE UNITED STATES
(Percentage Distribution)

	Up more than 10%	Up 1-10%	Same	Down 1-10%	Down more than 10%	Total
Sales Prices	13	41	36	4	6	100
Lease Prices	21	40	27	7	5	100
$ Volume of Sales	16	31	35	7	11	100
$ Volume of Leases	21	38	31	2	8	100
Construction Costs	15	53	29	3	-	100
Absorption	14	23	50	2	11	100

Northeast Region

NORTHEAST REGION

Dollar Volume of Sales and Leases Continues Mixed

Ten Northeast metropolitan areas were included in the Fall 1981 survey: Boston, Buffalo, Hartford, New Haven, New York City, Northern New Jersey, Philadelphia, Pittsburgh, Syracuse and Wilmington. New Haven reported the greatest growth in dollar volume with increases up to 30 percent in warehousing and distribution activity. Hartford had the most negative report with decreases ranging from 10 to 20 percent.

EXHIBIT 10
DOLLAR VOLUME OF SALES AND LEASES COMPARED TO A YEAR AGO IN THE NORTHEAST

	Manufacturing		Warehousing/ Distribution		Research and Development	
	Sales	Leases	Sales	Leases	Sales	Leases
Boston	Down 20%-Same	Same-Up 10%	Down 20%-Same	Same	Same-Up 20%	Same-Up 20%
Buffalo	Same	Same	Same	Same	Same	Same
Hartford	-	-	Down 20%	Down 15%	Down 10%	Down 10%
New Haven	Up 20%	Up 15-20%	Up 10-30%	Up 15-30%	Same-Up 10%	Same-Up 10%
Northern New Jersey	Mixed	Mixed	Up 5-20%	Mixed	Mixed	Down 10%-Same
New York City	Same	Same	Same-Up 20%	Same-Up 10%	Same	Same
Philadelphia	Up 10%	Down 15%	Up 10%	Down 10%	Same	Same
Pittsburgh	Down 10%	Down 10%	Up 10%	Up 10%	Up 15%	Up 10%
Syracuse	Up 15%	Same	Up 15%	Up 10%	Up 5%	Up 10%
Wilmington	Same	-	Same	-	Same	-

Sales Prices Continue Up for Industrial Buildings

All Northeastern cities experienced stable or increased sales prices during the past 12 months. Buffalo reported the lowest central city and suburban area prices per square foot for prime industrial buildings in the Northeast with prices as low as $2.00 a square foot for the largest structures. New York City reported the highest prices of up to $50.00 a square foot in the suburbs for the smallest category of structures.

EXHIBIT 11
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTHEAST

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Boston				
100,000 or more sq. ft.	$10.00-12.00	Same-Up 20%	$20.00-30.00	Same-Up 10%
60,000-99,999 sq. ft.	$13.00-15.00	Same-Up 10%	$24.00-30.00	Same-Up 10%
40,000-59,999 sq. ft.	$15.00-18.00	Same-Up 10%	$26.00-30.00	Same-Up 5%
20,000-39,999 sq. ft.	$16.00-20.00	Same	$28.00-30.00	Same-Up 15%
5,000-19,999 sq. ft.	$18.00-20.00	Same	$30.00-35.00	Same
Less than 5,000 sq. ft.	$20.00-25.00	Same	$35.00	Same
Buffalo				
100,000 or more sq. ft.	$2.00-8.00	Same-Up 20%	$2.00-12.00	Same-Up 5%
60,000-99,999 sq. ft.	$2.00-8.00	Same-Up 30%	$6.00-14.00	Same-Up 10%
40,000-59,999 sq. ft.	$3.00-9.00	Same	$6.00-18.00	Same-Up 10%
20,000-39,999 sq. ft.	$3.00-9.00	Same	$8.00-20.00	Same-Up 10%
5,000-19,999 sq. ft.	$3.00-12.00	Same	$10.00-22.00	Same-Up 10%
Less than 5,000 sq. ft.	$12.00	Same	$20.00-27.00	Same-Up 10%
Hartford				
100,000 or more sq. ft.	-	-	-	-
60,000-99,999 sq. ft.	-	-	-	-
40,000-59,999 sq. ft.	-	-	$22.00	Up 10%
20,000-39,999 sq. ft.	$15.00	Same	$25.00	Up 10%
5,000-19,999 sq. ft.	$20.00	Same	$30.00	Up 15%
Less than 5,000 sq. ft.	$25.00	Same	$30.00	Up 15%

EXHIBIT 11
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTHEAST - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
New Haven				
100,000 or more sq. ft.	$15.00	Up 20%	$30.00	Up 10%
60,000-99,999 sq. ft.	$17.00	Up 10%	$30.00-32.00	Up 10%
40,000-59,999 sq. ft.	$20.00	Up 10%	$30.00-34.00	Up 10%
20,000-39,999 sq. ft.	$20.00	Up 10%	$35.00-37.00	Up 15%
5,000-19,999 sq. ft.	$25.00	Up 20%	-	-
Less than 5,000 sq. ft.	$33.00	Up 10%	-	-
Northern New Jersey				
100,000 or more sq. ft.	$15.00-18.00	Same-Up 10%	$25.00-35.00	Same-Up 10%
60,000-99,999 sq. ft.	$16.00-18.00	Same-Up 10%	$25.00-40.00	Same-Up 10%
40,000-59,999 sq. ft.	$18.00-20.00	Same-Up 10%	$25.00-40.00	Same-Up 15%
20,000-39,999 sq. ft.	$20.00-21.00	Same-Up 5%	$30.00-45.00	Same-Up 15%
5,000-19,999 sq. ft.	$22.00-23.00	Same-Up 5%	$32.00-45.00	Same-Up 15%
Less than 5,000 sq. ft.	$22.00-25.00	Same-Up 5%	$40.00-46.00	Same-Up 15%
New York City				
100,000 or more sq. ft.	$18.00-25.00	Same-Up 15%	$16.00-22.00	Same
60,000-99,999 sq. ft.	$18.00-25.00	Same-Up 10%	$18.00-24.00	Same
40,000-59,999 sq. ft.	$20.00-30.00	Up 10-15%	$20.00-26.00	Same
20,000-39,999 sq. ft.	$20.00-30.00	Up 15%	$22.00-30.00	Same
5,000-19,999 sq. ft.	$22.00-40.00	Up 15-20%	$25.00-40.00	Same
Less than 5,000 sq. ft.	$25.00-45.00	Up 15-20%	$40.00-50.00	Same
Philadelphia				
100,000 or more sq. ft.	$12.00	Same	$14.00	Same
60,000-99,999 sq. ft.	$12.00	Same	$18.00	Up 10%
40,000-59,999 sq. ft.	$14.00	Same	$18.00	Up 10%
20,000-39,999 sq. ft.	$16.00	Up 10%	$20.00	Up 20%
5,000-19,999 sq. ft.	$18.00	Up 15%	$22.00	Up 20%
Less than 5,000 sq. ft.	$20.00	Up 10%	$25.00	Up 15%

EXHIBIT 11
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTHEAST

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Pittsburgh				
100,000 or more sq. ft.	$12.00	Up 5%	$14.00	Up 10%
60,000-99,999 sq. ft.	$13.00	Up 5%	$15.00	Up 10%
40,000-59,999 sq. ft.	$14.00	Up 5%	$16.00	Up 10%
20,000-39,999 sq. ft.	$16.00	Up 10%	$18.00	Up 10%
5,000-19,999 sq. ft.	$18.00	Up 10%	$21.00	Up 10%
Less than 5,000 sq. ft.	$20.00	Up 10%	$22.00	Up 10%
Syracuse				
100,000 or more sq. ft.	$5.00	Same	$16.00	Same
60,000-99,999 sq. ft.	$7.00	Same	$17.00	Same
40,000-59,999 sq. ft.	$9.00	Same	$17.00	Same
20,000-39,999 sq. ft.	$11.00	Same	$20.00	Same
5,000-19,999 sq. ft.	$13.00	Same	$22.00	Same
Less than 5,000 sq. ft.	$15.00	Same	$26.00	Same
Wilmington				
100,000 or more sq. ft.	$20.00	Up 5%	$22.00	Up 10%
60,000-99,999 sq. ft.	$20.00	Up 5%	$22.00	Up 10%
40,000-59,999 sq. ft.	$20.00	Up 5%	$22.00	Up 10%
20,000-39,999 sq. ft.	$22.00	Up 10%	$23.00	Up 5%
5,000-19,999 sq. ft.	$22.00	Up 10%	$23.00	Up 5%
Less than 5,000 sq. ft.	$22.00	Up 10%	$23.00	Up 5%

Site Prices Generally Up But Span a Wide Range

Sales prices of prime industrial sites in the Northeast Region spanned a wide range of values from a high of $16.00 a square foot in the central city area of Philadelphia to a low of less that $.10 a square foot for a small unimproved central city site in Buffalo. For suburban sites the range of prices per square foot was a high of $12.00 in the Philadelphia area to a low of $.05 a square foot in Buffalo. Prices for both kinds of sites over the past year were generally up from five to ten percent in most areas.

EXHIBIT 12
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE NORTHEAST - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Boston				
Improved				
Less than 2 acres	$2.00-2.50	Same	$2.00-4.00	Same-Up 25%
2-5 acres	$1.00-2.00	Same	$1.00-4.00	Same-Up 25%
6-9 acres	$1.00-2.00	Same	$1.00-4.00	Same-Up 25%
10 or more acres	$1.75-2.00	Same-Up 15%	$1.00-4.00	Same-Up 25%
Unimproved				
Less than 10 acres	$2.00	Same	$1.00-3.00	Same-Up 35%
10-99 acres	$1.00-1.50	Same	$1.00-3.00	Same-Up 35%
100 or more acres	-	Same	$0.25-1.50	Same-Up 50%
Buffalo				
Improved				
Less than 2 acres	$0.25-0.57	Same-Up 15%	$0.35-0.75	Same-Up 15%
2-5 acres	$0.25-0.57	Same	$0.40-0.67	Same-Up 15%
6-9 acres	$0.25-0.57	Same	$0.40-0.50	Same-Up 15%
10 or more acres	$0.25-0.57	Same	$0.25-0.35	Same-Up 15%
Unimproved				
Less than 10 acres	$0.14-0.35	Same	$0.05-0.12	Same
10-99 acres	$0.07-0.25	Same	$0.05-0.12	Same
100 or more acres	$0.07	Same	$0.05	Same
Hartford				
Improved				
Less than 2 acres	$3.00	Up 10%	$1.00	Up 10%
2-5 acres	$2.00	Up 10%	$0.50	Up 10%
6-9 acres	-	-	$0.40	Up 10%
10 or more acres	-	-	$0.35	Up 10%
Unimproved				
Less than 10 acres	-	-	$0.25	Same
10-99 acres	-	-	$0.20	Same
100 or more acres	-	-	$0.10	Same

EXHIBIT 12
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE NORTHEAST - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
New Haven				
Improved				
Less than 2 acres	$0.50	Same	$1.25	Up 5%
2-5 acres	$0.40	Same	$0.90-1.00	Up 5-15%
6-9 acres	$0.40	Up 5%	$0.50-0.80	Up 5-15%
10 or more acres	$0.30	Up 5%	$0.45-0.70	Same-Up 15%
Unimproved				
Less than 10 acres	-	-	$0.30	Same
10-99 acres	-	-	$0.20	Same
100 or more acres	-	-	-	-
Northern New Jersey				
Improved				
Less than 2 acres	$2.00-4.00	Same	$1.00-4.65	Same-Up 10%
2-5 acres	$2.00-4.00	Same	$1.00-4.15	Same-Up 10%
6-9 acres	$1.50-4.00	Same	$1.00-4.00	Same-Up 10%
10 or more acres	$1.00-4.00	Same	$1.00-4.00	Same-Up 10%
Unimproved				
Less than 10 acres	$0.50-1.00	Same	$0.25-2.80	Same-Up 10%
10-99 acres	$0.50-1.00	Same	$0.25-2.35	Same-Up 5%
100 or more acres	$0.50-1.00	Same	$0.25-2.00	Same-Up 5%
New York City				
Improved				
Less than 2 acres	$5.00-8.00	Up 5-40%	-	-
2-5 acres	$3.00-10.00	Same-Up 40%	-	-
6-9 acres	-	-	-	-
10 or more acres	-	-	-	-
Unimproved				
Less than 10 acres	-	-	$0.30-4.00	Same
10-99 acres	-	-	$0.20-2.00	Same
100 or more acres	-	-	$0.15-1.50	Same

EXHIBIT 12
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE NORTHEAST - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Philadelphia				
Improved				
Less than 2 acres	$1.50	Up 15%	$1.20	Up 10%
2-5 acres	$1.30	Up 10%	$1.20	Up 10%
6-9 acres	$1.30	Up 10%	$1.00	Down 10%
10 or more acres	$1.30	Same	$0.90	Down 10%
Unimproved				
Less than 10 acres	$1.60	Up 15%	$1.00	Up 10%
10-99 acres	$1.20	Up 10%	$0.70	Down 10%
100 or more acres	-	-	$0.60	Down 10%
Pittsburgh				
Improved				
Less than 2 acres	$3.00	Up 5%	$1.00-2.00	Up 10%
2-5 acres	$3.00	Up 5%	$2.00	Up 10%
6-9 acres	-	-	$1.25	Up 10%
10 or more acres	-	-	-	-
Unimproved				
Less than 10 acres	-	-	-	-
10-99 acres	-	-	-	-
100 or more acres	-	-	-	-
Syracuse				
Improved				
Less than 2 acres	$0.50	Same	$0.80	Same
2-5 acres	$0.50	Same	$0.80	Same
6-9 acres	$0.40	Same	$0.70	Same
10 or more acres	$0.30	Same	$0.40	Same
Unimproved				
Less than 10 acres	$0.10	Same	$0.10	Same
10-99 acres	$0.10	Same	$0.10	Same
100 or more acres	$0.10	Same	$0.10	Same

EXHIBIT 12
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE NORTHEAST - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Wilmington				
Improved				
Less than 2 acres	$0.68	Same	$0.80	Up 15%
2-5 acres	$0.68	Same	$0.80	Up 15%
6-9 acres	$0.68	Same	$0.80	Up 15%
10 or more acres	$0.57	Same	$0.80	Up 15%
Unimproved				
Less than 10 acres	$0.46	Same	$0.46	Up 15%
10-99 acres	$0.46	Same	$0.46	Up 15%
100 or more acres	$0.35	Same	$0.41	Up 15%

Northeast Lease Prices Up in Both Central Cities and Suburbs

Annual lease prices of prime industrial buildings were generally up in all Northeast metropolitan area central cities and suburbs from five to 20 percent. Central city lease prices ranged from a low of $1.25 per square foot for large buildings in Buffalo to a high of $5.00 per square foot for small buildings in New York City. Suburban lease prices ranged from a low of $1.75 per square foot for a large (100,000 square foot) building in Buffalo to a high of $7.00 per square foot for a small building in Boston.

EXHIBIT 13
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTHEAST

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Boston				
100,000 or more sq. ft.	$3.00-3.25	Same-Up 10%	$3.75-4.50	Up 5-10%
60,000-99,999 sq. ft.	$3.25-3.50	Same-Up 10%	$4.25-4.50	Up 10-15%
40,000-59,999 sq. ft.	$3.50-3.75	Same-Up 10%	$4.50-5.00	Same-Up 15%
20,000-39,999 sq. ft.	$3.75-4.00	Same-Up 10%	$4.75-5.00	Same-Up 10%
5,000-19,999 sq. ft.	$4.00-4.25	Same-Up 10%	$5.25-6.00	Up 5-20%
Less than 5,000 sq. ft.	$4.25	Same	$5.50-7.00	Up 5-10%

EXHIBIT 13
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTHEAST - Continued

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Buffalo				
100,000 or more sq. ft.	$1.25-2.80	Same-Up 20%	$1.75-3.00	Up 20%
60,000-99,999 sq. ft.	$1.50-2.80	Same-Up 20%	$1.80-3.00	Up 20%
40,000-59,999 sq. ft.	$1.50-3.00	Same-Up 20%	$1.90-3.00	Up 20%
20,000-39,999 sq. ft.	$1.50-3.00	Same-Up 20%	$2.00-3.50	Up 20%
5,000-19,999 sq. ft.	$1.50-3.00	Same-Up 20%	$2.50-4.00	Up 20%
Less than 5,000 sq. ft.	$2.25-3.50	Same-Up 20%	$2.50-4.00	Up 20%
Hartford				
100,000 or more sq. ft.	$3.25	Up 10%	$3.00	Up 10%
60,000-99,999 sq. ft.	$3.50	Up 10%	$3.25	Up 10%
40,000-59,999 sq. ft.	$3.50	Up 10%	$3.25	Up 10%
20,000-39,999 sq. ft.	$3.75	Up 10%	$3.50	Up 10%
5,000-19,999 sq. ft.	$4.25	Up 10%	$3.75	Up 10%
Less than 5,000 sq. ft.	$4.50	Up 10%	$4.00	Up 10%
New Haven				
100,000 or more sq. ft.	$3.25	Up 10%	$4.00-4.50	Same-Up 10%
60,000-99,999 sq. ft.	$3.60	Up 10%	$4.25-4.50	Same-Up 10%
40,000-59,999 sq. ft.	$3.60	-	$4.25-5.00	Same-Up 10%
20,000-39,999 sq. ft.	$3.95	-	$4.50-5.50	Same-Up 15%
5,000-19,999 sq. ft.	$3.95	-	$4.75-5.50	Up 15%
Less than 5,000 sq. ft.	$4.50	Same	-	-
Northern New Jersey				
100,000 or more sq. ft.	$3.00	Same-Up 5%	$3.50-4.00	Same-Up 15%
60,000-99,999 sq. ft.	$3.25	Same-Up 5%	$3.75-4.25	Same-Up 15%
40,000-59,999 sq. ft.	$3.25	Same-Up 5%	$3.75-4.25	Same-Up 15%
20,000-39,999 sq. ft.	$3.40-3.50	Same-Up 5%	$4.00-4.50	Same-Up 15%
5,000-19,999 sq. ft.	$3.50-3.75	Same-Up 5%	$4.00-4.75	Same-Up 15%
Less than 5,000 sq. ft.	$3.75	Same-Up 5%	$4.25-4.85	Same-Up 15%

EXHIBIT 13
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTHEAST - Continued

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
New York City				
100,000 or more sq. ft.	$2.50-3.25	Same-Up 30%	$3.40-5.75	Up 5%
60,000-99,999 sq. ft.	$2.75-3.25	Same-Up 30%	$3.50-5.90	Up 5%
40,000-59,999 sq. ft.	$2.75-3.25	Same-Up 30%	$3.60-6.00	Up 5%
20,000-39,999 sq. ft.	$2.75-3.25	Same-Up 30%	$3.80-6.10	Up 5%
5,000-19,999 sq. ft.	$3.00-4.25	Up 30%	$4.00-6.30	Up 5%
Less than 5,000 sq. ft.	$3.00-5.00	Up 30%	$4.20-6.60	Up 5%
Philadelphia				
100,000 or more sq. ft.	$1.50	Same	$2.25	Same
60,000-99,999 sq. ft.	$1.75	Same	$2.25	Up 5%
40,000-59,999 sq. ft.	$2.00	Up 5%	$3.00	Up 10%
20,000-39,999 sq. ft.	$2.50	Up 5%	$3.00	Up 10%
5,000-19,999 sq. ft.	$2.50	Up 10%	$3.25	Up 10%
Less than 5,000 sq. ft.	$3.00	Up 15%	$4.00	Up 25%
Pittsburgh				
100,000 or more sq. ft.	$1.50	Same	$2.25	Up 5%
60,000-99,999 sq. ft.	$1.85	Same	$2.35	Up 5%
40,000-59,999 sq. ft.	$2.25	Up 5%	$2.75	Up 5%
20,000-39,999 sq. ft.	$2.50	Up 5%	$3.00	Up 5%
5,000-19,999 sq. ft.	$2.75	Up 5%	$3.50	Up 10%
Less than 5,000 sq. ft.	$3.25	Up 10%	$4.00	Up 15%
Syracuse				
100,000 or more sq. ft.	$1.75	Same	$2.50	Same
60,000-99,999 sq. ft.	$1.75	Same	$2.75	Same
40,000-59,999 sq. ft.	$2.00	Same	$2.75	Same
20,000-39,999 sq. ft.	$2.00	Same	$3.00	Same
5,000-19,999 sq. ft.	$2.25	Same	$3.00	Same
Less than 5,000 sq. ft.	$2.25	Same	$3.25	Same
Wilmington				
100,000 or more sq. ft.	$1.50	Same	$3.25	Up 10%
60,000-99,999 sq. ft.	$1.50	Same	$3.25	Up 10%
40,000-59,999 sq. ft.	$1.50	Same	$3.25	Up 10%
20,000-39,999 sq. ft.	$1.75	Same	$3.50	Up 15%
5,000-19,999 sq. ft.	$1.75	Same	$3.50	Up 15%
Less than 5,000 sq. ft.	$1.75	Same	$3.50	Up 15%

Rate of New Construction Uneven

Construction of industrial buildings in the Northeast region presented a mixed picture from metropolitan area to metropolitan area and between the three categories of buildings. However, Wilmington reported the most increased activity and only New York City reported substantial decreases in all three categories.

EXHIBIT 14
RATE OF NEW CONSTRUCTION COMPARED TO A YEAR AGO
IN THE NORTHEAST

	Manufacturing	Warehousing/ Distribution	Research and Development
Boston	Same-Up Moderately	Down Moderately	Up Substantially-Moderately
Buffalo	Down Moderately	Down Moderately	Mixed
Hartford	Up Moderately	Up Moderately	Up Moderately
New Haven	Up Moderately	Up Moderately	Same-Up Moderately
Northern New Jersey	Mixed	Mixed	Mixed
New York City	Down Moderately-Substantially	Down Moderately-Substantially	Down Moderately-Substantially
Philadelphia	Down Substantially	Down Substantially	Same
Pittsburgh	Down Substantially	Down Moderately	Same
Syracuse	Same	Same	Up Moderately
Wilmington	Up Moderately	Up Moderately	Up Substantially

Construction Costs Increase Moderately

Construction costs in the Northeast regions increased at a moderate rate over the past year with most increases around ten percent. Cost per square foot for prime industrial buildings in the region were generally uniform between areas with variations for different sized buildings. Prices ranged from $18.00 per square foot for the largest buildings in Buffalo and Hartford to over $40.00 a square foot for the smallest buildings in Northern New Jersey and New York City and up to $50.00 a square foot in Boston.

EXHIBIT 15
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTHEAST

	Cost Per Square Foot	Change From a Year Ago
Boston		
100,000 or more sq. ft.	$21.00-30.00	Same-Up 10%
60,000-99,999 sq. ft.	$21.00-32.00	Same-Up 10%
40,000-59,999 sq. ft.	$21.00-35.00	Same-Up 10%
20,000-39,999 sq. ft.	$26.00-35.00	Same-Up 10%
5,000-19,999 sq. ft.	$28.00-45.00	Same-Up 10%
Less than 5,000 sq. ft.	$34.00-50.00	Same-Up 10%
Buffalo		
100,000 or more sq. ft.	$18.00-21.00	Same-Up 10%
60,000-99,999 sq. ft.	$20.00-22.00	Same-Up 10%
40,000-59,999 sq. ft.	$22.00-23.00	Same-Up 10%
20,000-39,999 sq. ft.	$20.00-25.00	Same-Up 10%
5,000-19,999 sq. ft.	$22.00-28.00	Same-Up 10%
Less than 5,000 sq. ft.	$25.00-34.00	Same-Up 10%
Hartford		
100,000 or more sq. ft.	$18.00	Up 10%
60,000-99,999 sq. ft.	$20.00	Up 10%
40,000-59,999 sq. ft.	$20.00	Up 10%
20,000-39,999 sq. ft.	$25.00	Up 15%
5,000-19,999 sq. ft.	$25.00	Up 15%
Less than 5,000 sq. ft.	$30.00	Up 15%
New Haven		
100,000 or more sq. ft.	$30.00	Up 10%
60,000-99,999 sq. ft.	$32.00-35.00	Up 10%
40,000-59,999 sq. ft.	$34.00-37.00	Up 10%
20,000-39,999 sq. ft.	$37.00-38.00	Up 10%
5,000-19,999 sq. ft.	$40.00	-
Less than 5,000 sq. ft.	-	-
Northern New Jersey		
100,000 or more sq. ft.	$25.00-34.00	Same-Up 15%
60,000-99,999 sq. ft.	$26.00-36.00	Same-Up 15%
40,000-59,999 sq. ft.	$26.00-37.00	Same-Up 15%
20,000-39,999 sq. ft.	$28.00-39.00	Same-Up 15%
5,000-19,999 sq. ft.	$30.00-41.00	Same-Up 15%
Less than 5,000 sq. ft.	$35.00-43.00	Same-Up 15%

EXHIBIT 15
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTHEAST - Continued

	Cost Per Square Foor	Change From a Year Ago
New York City		
100,000 or more sq. ft.	$26.00-30.00	Up 5-20%
60,000-99,999 sq. ft.	$29.00-30.00	Up 5-20%
40,000-59,999 sq. ft.	$34.00-40.00	Up 5-20%
20,000-39,999 sq. ft.	$38.00-40.00	Up 5-15%
5,000-19,999 sq. ft.	$40.00	Up 5-15%
Less than 5,000 sq. ft.	$40.00-42.00	Up 5-15%
Philadelphia		
100,000 or more sq. ft.	$20.00	Up 10%
60,000-99,999 sq. ft.	$21.00	Up 10%
40,000-59,999 sq. ft.	$21.00	Up 15%
20,000-39,999 sq. ft.	$22.00	Up 15%
20,000-39,999 sq. ft.	$22.00	Up 15%
5,000-19,999 sq. ft.	$25.00	Up 20%
Less than 5,000 sq. ft.	$30.00	Up 20%
Pittsburgh		
100,000 or more sq. ft.	$22.00	Up 5%
60,000-99,999 sq. ft.	$25.00	Up 5%
40,000-59,999 sq. ft.	$26.00	Up 5%
20,000-39,999 sq. ft.	$27.00	Up 5%
5,000-19,999 sq. ft.	$32.00	Up 5%
Less than 5,000 sq. ft.	$35.00	Up 5%
Syracuse		
100,000 or more sq. ft.	$35.00	Up 10%
60,000-99,999 sq. ft.	$35.00	Up 10%
40,000-59,999 sq. ft.	$35.00	Up 10%
20,000-39,999 sq. ft.	$35.00	Up 10%
5,000-19,999 sq. ft.	$35.00	Up 10%
Less than 5,000 sq. ft.	$30.00	Up 10%
Wilmington		
100,000 or more sq. ft.	$22.00	Same
60,000-99,999 sq. ft.	$22.00	Same
40,000-59,999 sq. ft.	$22.00	Same
20,000-39,999 sq. ft.	$24.00	Same
5,000-19,999 sq. ft.	$24.00	Same
Less than 5,000 sq. ft.	$24.00	Same

Vacancy Situation Remains Somewhat Tight

Moderate to substantial shortages of prime industrial properties were reported in most of the region. However, there were some oversupply situations reported in Buffalo, Hartford, New Haven, and Northern New Jersey. Average shelf life ranged from two to eight months for most properties, except for those in oversupply situations which had shelf lives of up to 18 months.

EXHIBIT 16
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE NORTHEAST

	Vacancy Situation	Average Shelf Life (Months)
Boston		
100,000 or more sq. ft.	Mixed	2-6
60,000-99,999 sq. ft.	Substantial Shortage	2-3
40,000-59,999 sq. ft.	Substantial Shortage	2-3
20,000-39,999 sq. ft.	Substantial Shortage	2-3
5,000-19,999 sq. ft.	Substantial Shortage	2-3
Less than 5,000 sq. ft.	Substantial Shortage	2-3
Buffalo		
100,000 or more sq. ft.	Moderate Oversupply	-
60,000-99,999 sq. ft.	Balanced Market-Moderate Oversupply	-
40,000-59,999 sq. ft.	Mixed	-
20,000-39,999 sq. ft.	Mixed	-
5,000-19,999 sq. ft.	Balanced Market-Moderate Shortage	-
Less than 5,000 sq. ft.	Balanced Market-Moderate Shortage	-
Hartford		
100,000 or more sq. ft.	Substantial Oversupply	15
60,000-99,999 sq. ft.	Substantial Oversupply	12
40,000-59,999 sq. ft.	Moderate Oversupply	12
20,000-39,999 sq. ft.	Moderate Oversupply	12
5,000-19,999 sq. ft.	Balanced Market	8
Less than 5,000 sq. ft.	Moderate Shortage	6

EXHIBIT 16
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE NORTHEAST - Continued

	Vacancy Situation	Average Shelf Life (Months)
New Haven		
100,000 or more sq. ft.	Balanced Market-Substantial Shortage	10
60,000-99,999 sq. ft.	Balanced Market-Moderate Shortage	6
40,000-59,999 sq. ft.	Balanced Market-Moderate Oversupply	4
20,000-39,999 sq. ft.	Moderate Oversupply	4
5,000-19,999 sq. ft.	Balanced Market	-
Less than 5,000 sq. ft.	Moderate Shortage	-
Northern New Jersey		
100,000 or more sq. ft.	Balanced Market-Moderate Oversupply	7-9
60,000-99,999 sq. ft.	Mixed	6
40,000-59,999 sq. ft.	Mixed	4-9
20,000-39,999 sq. ft.	Mixed	3-4
5,000-19,999 sq. ft.	Balanced Market-Substantial Shortage	3
Less than 5,000 sq. ft.	Balanced Market-Substantial Shortage	2-3
New York City		
100,000 or more sq. ft.	Substantial-Moderate Shortage	2-6
60,000-99,999 sq. ft.	Substantial-Moderate Shortage	2-6
40,000-59,999 sq. ft.	Substantial-Moderate Shortage	2-4
20,000-39,999 sq. ft.	Substantial-Moderate Shortage	2-3
5,000-19,999 sq. ft.	Substantial-Moderate Shortage	1-2
Less than 5,000 sq. ft.	Substantial-Moderate Shortage	1-2
Philadelphia		
100,000 or more sq. ft.	Substantial Oversupply	18
60,000-99,999 sq. ft.	Balanced Market	14
40,000-59,999 sq. ft.	Balanced Market	6
20,000-39,999 sq. ft.	Substantial Shortage	1
5,000-19,999 sq. ft.	Substantial Shortage	1
Less than 5,000 sq. ft.	Moderate Shortage	3

EXHIBIT 16
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE NORTHEAST - Continued

	Vacancy Situation	Average Shelf Life (Months)
Pittsburgh		
100,000 or more sq. ft.	Substantial Shortage	7
60,000-99,999 sq. ft.	Substantial Shortage	6
40,000-59,999 sq. ft.	Moderate Shortage	6
20,000-39,999 sq. ft.	Moderate Shortage	4
5,000-19,999 sq. ft.	Substantial Shortage	3
Less than 5,000 sq. ft.	Substantial Shortage	2
Syracuse		
100,000 or more sq. ft.	Balanced Market	6
60,000-99,999 sq. ft.	Balanced Market	6
40,000-59,999 sq. ft.	Balanced Market	6
20,000-39,999 sq. ft.	Balanced Market	5
5,000-19,999 sq. ft.	Substantial Shortage	3-4
Less than 5,000 sq. ft.	Substantial Shortage	3
Wilmington		
100,000 or more sq. ft.	Moderate Shortage	4
60,000-99,999 sq. ft.	Balanced Market	4
40,000-59,999 sq. ft.	Balanced Market	4
20,000-39,999 sq. ft.	Moderate Shortage	4
5,000-19,999 sq. ft.	Moderate Shortage	2
Less than 5,000 sq. ft.	Substantial Shortage	2

Warehousing/Distribution Absorbs Most of Available Space

Warehousing and distribution functions absorbed at least 40 percent of the available industrial space except in Boston which reported that these functions used only about one-fourth of the available space. Boston was the only area with a majority of absorption devoted to research and development.

EXHIBIT 17
COMPOSITION OF ABSORPTION
IN THE NORTHEAST

	Industry			Inside/Outside Industrial Park	
	Warehousing/ Distribution	Manufacturing	Research and Development	Inside	Outside
Boston	20-25%	20-25%	50-60%	50%	50%
Buffalo	50-90%	5-30%	5-20%	10-70%	30-90%
Hartford	-	-	-	-	-
New Haven	50-65%	30-40%	5-10%	30-70%	30-70%
Northern New Jersey	70-80%	15-20%	5-10%	20-70%	30-80%
New York City	65-75%	20-25%	5-10%	30%	70-99%
Philadelphia	45%	40%	15%	75%	25%
Pittsburgh	-	-	-	-	-
Syracuse	40%	20%	40%	50%	50%
Wilmington	60%	30%	10%	75%	25%

Industrial Revenue Bonds Provide Northeast Financing

Industrial revenue bonds are providing the bulk of mortgage money in the Northeast. Other sources mentioned as primary sources were pension funds, sellers and insurance companies. Interest rates ranged from 12-14 percent from industrial revenue bonds and 16-17 percent from the other sources. Money was described as moderate to tight in most areas although some areas reported an ample supply.

EXHIBIT 18
MORTGAGE FINANCING FOR INDUSTRIAL PROPERTIES
IN THE NORTHEAST

	Most Important Source	Most Prevalent Interest Rate	Money Supply Availability
Boston	Pension Funds-Ind. Rev. Bonds	*	Tight
Buffalo	Ind. Rev. Bonds	12.0-15.8%	Ample
Hartford	Ind. Rev. Bonds	13.5%	Ample
New Haven	Ind. Rev. Bonds	12.0-14.0%	Ample
Northern New Jersey	Insurance Co.-Ind. Rev. Bonds	13.5-16.0%	Moderate-Tight
New York City	Ind. Rev. Bonds-Owner Financing	12.0-15.0%	Ample-Moderate
Philadelphia	Ind. Rev. Bonds	13.0%	Moderate
Pittsburgh	Ind. Rev. Bonds	12.0-13.0%	Moderate
Syracuse	Owner Financing	-	Tight
Wilmington	Ind. Rev. Bonds	12.5%	Moderate

* 70% of prime

Northeast Panelists Expect Some Improvement

Our Northeast panelists expect some improvement in the market over the next 12 months. Dollar volume is foreseen to stabilize or increase moderately by most reporters. Sales and lease prices are expected to increase from five to twenty percent in most areas. Construction costs show increases of around ten to twenty percent. Absorption is expected to remain at its present level or increase moderately in most areas although there is some anticipation of sizable increases in some areas.

EXHIBIT 19
OUTLOOK FOR INDUSTRIAL REAL ESTATE ACTIVITY FOR NEXT 12 MONTHS
IN THE NORTHEAST

	Prices		Dollar Volume		Construction	
	Sales	Leases	Sales	Leases	Cost	Absorption
Boston	Up 15%	Up 15-20%	Same-Up 15%	Same-Up 15%	Up 10-15%	Same-Up 15%
Buffalo	Mixed	Same-Up 10%	Same-Up 10%	Same-Up 10%	Same-Up 10%	Same
Hartford	Down 20%	Down 20%	Down 25%	Down 25%	Same	Down 20%
New Haven	Up 10-15%	Up 15-20%	Mixed	Up 15-20%	Up 10-15%	Up 5-25%
Northern New Jersey	Same-Up 5%	Same-Up 5%	Same-Up 10%	Mixed	Up 10%	Same-Up 50%
New York City	Same-Up 10%	Same-Up 10%	Same	Same	Same-Up 10%	Down 10%-Same
Philadelphia	Up 10%	Up 25%	Up 15%	Up 10%	Up 15%	Up 90%
Pittsburgh	Up 10%	Up 10%	Up 10%	Up 10%	Up 5%	Up 10%
Syracuse	Up 10%	Up 10%	Up 15%	Up 15%	Up 10%	Up 10%
Wilmington	Up 10%	Same	Same	Up 10%	Up 10%	Up 10%

Southern Region

SOUTHERN REGION

Dollar Volume Exhibits Mixed Picture

Nineteen Southern metropolitan areas were included in the Fall, 1981 survey as follows: Atlanta, Baltimore, Charlotte, Dallas, El Paso, Fort Worth, Greensboro, Houston, Jacksonville, Little Rock, Memphis, Miami, New Orleans, Norfolk, Orlando, Richmond, Tampa, Tulsa and Washington, D.C. Panelists from these areas reported a mixed picture for the dollar volume of sales and leases. The most common response was that there has been no change from a year ago. However, there were numerous reports of increases (some up to 25 percent) and some reported decreases. The most upbeat reports were from Tampa and the most negative reports were from Dallas.

EXHIBIT 20
DOLLAR VOLUME OF SALES AND LEASES COMPARED TO A YEAR AGO IN THE SOUTH

	Manufacturing		Warehousing/ Distribution		Research and Development	
	Sales	Leases	Sales	Leases	Sales	Leases
Atlanta	Same	Same	Same	Same	Up 10%	Up 10%
Baltimore	Down 25%-Same	Down 25% -Same	Mixed	Mixed	Mixed	Mixed
Charlotte	Up 10%	Up 15%	Up 10%	Up 20%	Up 10%	Up 20%
Dallas	Down 50%	Down 50%	Down 10%	Down 10%	Down 10%	Down 10%
El Paso	Mixed	Same-Up 20%	Mixed	Same-Up 20%	Down 10% -Same	Same
Fort Worth	Up 20%	Same	Up 20%	Same	Up 20%	Same
Greensboro	Down 25%	Down 25%	Down 15%	Down 15%	-	-
Houston	Same-Up 20%	Same-Up 15%	Same-Up 20%	Same	Same-Up 20%	Same
Jacksonville	Up 5%	Up 5%	Up 5%	Up 5%	Up 5%	Up 5%
Little Rock	Same	Same	Same	Down 25% -Same	Same	Same
Memphis	Same	Same	Same	Same	Same	Same

EXHIBIT 20
DOLLAR VOLUME OF SALES AND LEASES COMPARED TO
A YEAR AGO IN THE SOUTH - Continued

	Manufacturing		Warehousing/ Distribution		Research and Development	
	Sales	Leases	Sales	Leases	Sales	Leases
Miami		Same	Same	Same- Up 10%	Same	Same
New Orleans	Same	Same- Up 5%	Same	Up 5%	Same	-
Norfolk	Down 25%	Down 25%	Up 10%	Up 10%	Same	Same
Orlando	Up 10%	Up 5%	Up 10%	Up 5%	Up 20%	Same
Richmond	Same	Same	Same	Up 10%	Same	Same
Tampa	Up 20%	Up 15%	Up 10%	Up 25%	Up 10%	Same
Tulsa	Down 10%	Up 20%	Down 10%	Up 20%	Same	Same
Washington,D.C.	-	-	Up 20%	Same	Up 10%	Same

Southern Sales Prices Show Moderate Increases

Except for some scattered reports to the contrary, sales prices of prime industrial buildings in the South rose only moderately if at all over the past year. Prices in the region continue to span a wide range of values with reports varying from as low as $5.00 a square foot in central city Memphis to as high as $60.00 a square foot in suburban Washington, D.C.

EXHIBIT 21
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Atlanta				
100,000 or more sq. ft.	$15.00	Up 10%	$16.00	Up 10%
60,000-99,999 sq. ft.	$16.00	Up 10%	$17.00	Up 10%
40,000-59,999 sq. ft.	$17.00	Up 10%	$17.00	Up 10%
20,000-39,999 sq. ft.	$17.00	Up 15%	$19.00	Up 10%
5,000-19,999 sq. ft.	$25.00	Up 15%	$19.00	Up 10%
Less than 5,000 sq. ft.	$30.00	Up 20%	$30.00	Up 10%
Baltimore				
100,000 or more sq. ft.	$10.00-15.00	Same	$13.00-22.00	Same-Up 20%
60,000-99,999 sq. ft.	$12.00-16.00	Same-Up 20%	$13.00-22.00	Same-Up 25%
40,000-59,999 sq. ft.	$15.00-17.00	Same-Up 15%	$16.00-24.00	Same-Up 25%
20,000-39,999 sq. ft.	$15.00-18.00	Same-Up 15%	$16.00-25.00	Same-Up 25%
5,000-19,999 sq. ft.	$18.00-20.00	Same-Up 20%	$20.00-27.00	Same-Up 25%
Less than 5,000 sq. ft.	$20.00-25.00	Same-Up 20%	$22.00-30.00	Same-Up 20%
Charlotte				
100,000 or more sq. ft.	$12.00	Up 15%	$14.00	Up 15%
60,000-99,999 sq. ft.	$14.00	Up 15%	$16.00	Up 20%
40,000-59,999 sq. ft.	$14.00	Up 15%	$17.00	Up 20%
20,000-39,999 sq. ft.	$16.00	Up 15%	$18.00	Up 15%
5,000-19,999 sq. ft.	$20.00	Up 20%	$22.00	Up 20%
Less than 5,000 sq. ft.	$25.00	Up 20%	$25.00	Up 25%
Dallas				
100,000 or more sq. ft.	$20.00	Up 5%	$20.00	Up 5%
60,000-99,999 sq. ft.	$22.00	Same	$22.00	Same
40,000-59,999 sq. ft.	$23.00	Same	$23.00	Same
20,000-39,999 sq. ft.	$25.00	Same	$25.00	Same
5,000-19,999 sq. ft.	$28.00	Same	$28.00	Same
Less than 5,000 sq. ft.	$30.00	Same	$30.00	Same

EXHIBIT 21
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
El Paso				
100,000 or more sq. ft.	$18.00-19.00	Up 10-15%	$9.00	-
60,000-99,999 sq. ft.	$19.00-20.00	Same-Up 10%	-	-
40,000-59,999 sq. ft.	$19.00-20.00	Same-Up 10%	-	-
20,000-39,999 sq. ft.	$20.00-21.00	Same-Up 10%	-	-
5,000-19,999 sq. ft.	$22.00-27.00	Up 10%	-	-
Less than 5,000 sq. ft.	$23.00-27.00	Up 10%	-	-
Fort Worth				
100,000 or more sq. ft.	$15.00	Same	$15.00	Same
60,000-99,999 sq. ft.	$16.00	Same	$16.00	Same
40,000-59,999 sq. ft.	$17.00	Same	$17.00	Same
20,000-39,999 sq. ft.	$18.00	Same	$18.00	Same
5,000-19,999 sq. ft.	$21.00	Up 5%	$21.00	Up 5%
Less than 5,000 sq. ft.	$25.00	Up 10%	$25.00	Up 10%
Greensboro				
100,000 or more sq. ft.	-	-	$15.00	Down 10%
60,000-99,999 sq. ft.	-	-	$16.00	Same
40,000-59,999 sq. ft.	-	-	$17.00	Same
20,000-39,999 sq. ft.	-	-	$18.00	Up 10%
5,000-19,999 sq. ft.	-	-	$18.00	Up 10%
Less than 5,000 sq. ft.	-	-	-	-
Houston				
100,000 or more sq. ft.	$14.00-25.00	Same-Up 10%	$14.00-33.00	Same-Up 10%
60,000-99,999 sq. ft.	$14.00-25.00	Same-Up 10%	$16.00-34.00	Same-Up 10%
40,000-59,999 sq. ft.	$15.00-27.00	Same-Up 10%	$16.00-34.00	Same-Up 10%
20,000-39,999 sq. ft.	$15.00-28.00	Same-Up 10%	$18.00-35.00	Same-Up 10%
5,000-19,999 sq. ft.	$16.00-28.00	Same-Up 15%	$20.00-36.00	Same-Up 10%
Less than 5,000 sq. ft.	$18.00-30.00	Same-Up 15%	$22.00-36.00	Same-Up 10%

EXHIBIT 21
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Jacksonville				
100,000 or more sq. ft.	-	-	$16.00	Same
60,000-99,999 sq. ft.	-	-	$12.00-17.00	Same
40,000-59,999 sq. ft.	-	-	$12.00-14.00	Same
20,000-39,999 sq. ft.	-	-	$12.00-14.00	Same
5,000-19,999 sq. ft.	-	-	$16.00-18.00	Same
Less than 5,000 sq. ft.	-	-	-	-
Little Rock				
100,000 or more sq. ft.	$12.00-24.00	Up 5%	$24.00	Up 5%
60,000-99,999 sq. ft.	$18.00-27.00	Same-Up 5%	$27.00	Up 5%
40,000-59,999 sq. ft.	$17.00-27.00	Up 5-20%	$27.00	Up 5%
20,000-39,999 sq. ft.	$27.00	Up 5%	$27.00	Up 5%
5,000-19,999 sq. ft.	$22.00-30.00	Same-Up 20%	$30.00	Same
Less than 5,000 sq. ft.	$32.00	Same	$32.00	Same
Memphis				
100,000 or more sq. ft.	$5.00-11.00	Same	$5.00-13.00	Same
60,000-99,999 sq. ft.	$5.00-8.00	Same	$5.00-12.00	Same
40,000-59,999 sq. ft.	$7.00-10.00	Same	$14.00-17.00	Same
20,000-39,999 sq. ft.	$8.00-10.00	Same	$17.00-22.00	Same
5,000-19,999 sq. ft.	$9.00-15.00	Same	$20.00-22.00	Same
Less than 5,000 sq. ft.	$12.00-20.00	Same	$22.00-25.00	Same
Miami				
100,000 or more sq. ft.	$22.00	-	$22.00	-
60,000-99,999 sq. ft.	$28.00	-	$28.00	-
40,000-59,999 sq. ft.	$30.00	-	$26.00-30.00	Down 10%
20,000-39,999 sq. ft.	$35.00	-	$28.00-35.00	Down 10%
5,000-19,999 sq. ft.	$40.00	-	$30.00-40.00	Down 10%
Less than 5,000 sq. ft.	$45.00	-	$45.00	-

EXHIBIT 21
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
New Orleans				
100,000 or more sq. ft.	$17.00-18.00	Same-Up 10%	$16.00-25.00	Same-Up 10%
60,000-99,999 sq. ft.	$18.00-19.00	Same-Up 10%	$17.00-28.00	Same-Up 15%
40,000-59,999 sq. ft.	$18.00-20.00	Same-Up 10%	$18.00-28.00	Same-Up 15%
20,000-39,999 sq. ft.	$20.00-21.00	Same-Up 15%	$19.00-30.00	Same-Up 15%
5,000-19,999 sq. ft.	$22.00-25.00	Same-Up 10%	$20.00-30.00	Same-Up 10%
Less than 5,000 sq. ft.	$25.00-33.00	Same-Up 10%	$21.00-40.00	Same-Up 15%
Norfolk				
100,000 or more sq. ft.	-	-	-	-
60,000-99,999 sq. ft.	$12.00	Same	$22.00	Up 10%
40,000-59,999 sq. ft.	-	-	$20.00	Same
20,000-39,999 sq. ft.	$8.00-10.00	Same	$25.00	Up 10%
5,000-19,999 sq. ft.	$8.00-10.00	Same	$25.00	Up 10%
Less than 5,000 sq. ft.	$12.00	-	$25.00	Up 10%
Orlando				
100,000 or more sq. ft.	$14.00-18.00	Up 10%	$12.00-14.00	Up 10%
60,000-99,999 sq. ft.	$15.00-24.00	Up 10%	$12.00-14.00	Up 10%
40,000-59,999 sq. ft.	$15.00-24.00	Up 10%	$17.00-22.00	Up 10%
20,000-39,999 sq. ft.	$18.00-26.00	Up 10%	$18.00-25.00	Up 15%
5,000-19,999 sq. ft.	$23.00-30.00	Up 10%	$20.00-28.00	Up 15%
Less than 5,000 sq. ft.	$25.00-35.00	Up 10%	$25.00-32.00	Up 10%
Richmond				
100,000 or more sq. ft.	$10.00-11.00	-	$13.00-15.00	-
60,000-99,999 sq. ft.	$12.00-13.00	-	$15.00-16.00	-
40,000-59,999 sq. ft.	$15.00	-	$16.00-24.00	-
20,000-39,999 sq. ft.	$15.00-16.00	-	$16.00-17.00	Up 10%
5,000-19,999 sq. ft.	$18.00	-	$20.00	Up 10%
Less than 5,000 sq. ft.	$18.00-25.00	-	$20.00-22.00	Up 10%

EXHIBIT 21
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Tampa				
100,000 or more sq. ft.	$12.00	Up 50%	$16.00	Up 10%
60,000-99,999 sq. ft.	$12.00	Up 50%	$16.00	Up 10%
40,000-59,999 sq. ft.	$12.00	Up 20%	$16.00	Same
20,000-39,999 sq. ft.	$13.00	Up 10%	$18.00	Same
5,000-19,999 sq. ft.	$15.00	Same	$20.00	Same
Less than 5,000 sq. ft.	$20.00	Same	$25.00	Same
Tulsa				
100,000 or more sq. ft.	-	-	$18.00-20.00	Up 10%
60,000-99,999 sq. ft.	-	-	$18.00-20.00	Up 10%
40,000-59,999 sq. ft.	-	-	$20.00-22.00	Up 10%
20,000-39,999 sq. ft.	-	-	$20.00-22.00	Up 10%
5,000-19,999 sq. ft.	-	-	$22.00-25.00	Up 10%
Less than 5,000 sq. ft.	-	-	$27.00	Up 10%
Washington, DC				
100,000 or more sq. ft.	-	-	$23.00-24.00	-
60,000-99,999 sq. ft.	$19.00	-	$25.00	Up 10%
40,000-59,999 sq. ft.	$19.00	-	$25.00	Up 10%
20,000-39,999 sq. ft.	$21.00-22.00	-	$25.00	Up 10%
5,000-19,999 sq. ft.	-	-	$25.00-33.00	Up 10%
Less than 5,000 sq. ft.	-	-	$60.00	Same

Site Prices Also Show Stability

Prices of prime industrial sites in the Southern region also registered moderate gains for the most part. Most areas report increases of ten percent or less although there are some selected increases up to 35 percent. Prices ranged from a low of $.15 per square foot for unimproved land in Jacksonville to a high of $7.00 in New Orleans for an improved suburban lot.

EXHIBIT 22
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE SOUTH

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Atlanta				
Improved				
Less than 2 acres	$2.00	Same	$2.00	Same
2-5 acres	$1.75	Same	$2.00	Same
6-9 acres	$1.00	Same	$1.80	Same
10 or more acres	$0.90	Same	$1.90	Same
Unimproved				
Less than 10 acres	$1.00	Up 10%	$0.80	Same
10-99 acres	$1.50	Same	$0.80	Same
100 or more acres	$1.00	Same	$0.80	Same
Baltimore				
Improved				
Less than 2 acres	$1.20-2.00	Same-Up 10%	$1.60-2.00	Same-Up 10%
2-5 acres	$1.20-1.50	Same-Up 10%	$1.50-1.65	Same-Up 10%
6-9 acres	$1.10-1.50	Same-Up 10%	$1.40-1.60	Same-Up 15%
10 or more acres	$1.00-1.10	Same-Up 10%	$1.00-1.55	Same-Up 10%
Unimproved				
Less than 10 acres	$0.50-1.10	Same-Up 10%	$0.40-0.80	Same
10-99 acres	$0.50-0.90	Same-Up 20%	$0.35-0.50	Same
100 or more acres	$0.30	Same	$0.25-0.35	Same
Charlotte				
Improved				
Less than 2 acres	$1.50	Up 10%	$1.25	Up 10%
2-5 acres	$1.00	Up 5%	$1.00	Up 10%
6-9 acres	$0.75	Up 10%	$0.80	Up 10%
10 or more acres	$0.60	Up 15%	$0.50	Up 15%
Unimproved				
Less than 10 acres	$0.40	Same	$0.40	Same
10-99 acres	$0.25	Same	$0.25	Same
100 or more acres	$0.20	Same	$0.20	Same

EXHIBIT 22
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE SOUTH - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Dallas				
Improved				
Less than 2 acres	$2.65	Up 25%	$2.65	Up 25%
2-5 acres	$2.65	Up 25%	$2.65	Up 25%
6-9 acres	$2.35	Up 25%	$2.35	Up 25%
10 or more acres	$2.00	Up 20%	$2.00	Up 20%
Unimproved				
Less than 10 acres	$2.00	Up 20%	$2.50	Up 20%
10-99 acres	$1.25	Up 15%	$2.25	Up 20%
100 or more acres	$1.00	Up 10%	$1.15	Up 20%
El Paso				
Improved				
Less than 2 acres	$2.10-2.25	Up 10-15%	$1.25-2.50	Same
2-5 acres	$2.00-2.40	Same-Up 35%	$1.00-2.00	Same
6-9 acres	$1.75-1.80	Up 10-30%	$1.00-2.00	Same
10 or more acres	$1.50-1.60	Same-Up 10%	$1.00-2.00	Same
Unimproved				
Less than 10 acres	$0.55-0.75	Same	$0.50-0.75	Same
10-99 acres	$0.45-0.50	Same	$0.25-0.50	Same
100 or more acres	$0.25	Same	$0.15-0.25	Same
Fort Worth				
Improved				
Less than 2 acres	$1.25	Up 10%	$1.15	Up 10%
2-5 acres	$1.10	Up 10%	$1.10	Up 10%
6-9 acres	$1.00	Up 10%	$1.00	Up 10%
10 or more acres	$0.70	Up 10%	$0.60	Up 10%
Unimproved				
Less than 10 acres	$0.50	Same	$0.50	Same
10-99 acres	$0.30	Same	$0.25	Same
100 or more acres	$0.25	Same	$0.20	Same

EXHIBIT 22
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE SOUTH - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Greensboro				
Improved				
Less than 2 acres	-	-	$0.80	Up 10%
2-5 acres	-	-	$0.80	Up 10%
6-9 acres	-	-	$0.70	Up 10%
10 or more acres	-	-	$0.60	Up 10%
Unimproved				
Less than 10 acres	-	-	$0.45	Up 10%
10-99 acres	-	-	$0.35	Up 10%
100 or more acres	-	-	-	-
Houston				
Improved				
Less than 2 acres	$3.00-6.00	Same-Up 15%	$2.50-5.00	Up 10-25%
2-5 acres	$3.00-4.00	Same-Up 15%	$2.50-4.00	Up 10-20%
6-9 acres	$2.00-3.50	Up 10-15%	$2.00-3.50	Up 10-15%
10 or more acres	$1.75-3.30	Up 10-10%	$1.75-2.50	Up 10-15%
Unimproved				
Less than 10 acres	$1.50-4.00	Same-Up 10%	$0.50-2.00	Up 10-25%
10-99 acres	$1.00-2.75	Same-Up 10%	$0.50-2.00	Up 10-20%
100 or more acres	$0.50-1.00	Same	$0.25-1.50	Up 10-20%
Jacksonville				
Improved				
Less than 2 acres	-	-	$0.50-2.00	Same
2-5 acres	-	-	$0.50-2.00	Same
6-9 acres	-	-	$0.50-2.00	Same
10 or more acres	-	-	$0.40-2.00	Same
Unimproved				
Less than 10 acres	-	-	$0.25-0.40	Same
10-99 acres	-	-	$0.20-0.40	Same
100 or more acres	-	-	$0.15-0.25	-

EXHIBIT 22
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE SOUTH - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Little Rock				
Improved				
Less than 2 acres	$1.10-1.50	Same-Up 5%	-	-
2-5 acres	$1.10-1.25	Same-Up 5%	-	-
6-9 acres	$0.75-1.00	Same	-	-
10 or more acres	$0.80	Same	-	-
Unimproved				
Less than 10 acres	$0.57-0.90	Same-Up 5%	-	-
10-99 acres	$0.30-0.75	Same-Up 20%	-	-
100 or more acres	$0.25-0.50	Down 15%-Same	-	-
Memphis				
Improved				
Less than 2 acres	$1.00-1.50	Same	$0.75-2.00	Same
2-5 acres	$1.00-1.50	Same	$0.75-1.50	Same
6-9 acres	$1.00	Same	$0.75	Same
10 or more acres	$0.75-1.00	Same	$0.60-0.75	Same
Unimproved				
Less than 10 acres	$0.50-0.75	Same	$0.25-0.75	Same
10-99 acres	$0.40	Same	$0.20-0.50	Same
100 or more acres	$0.30	Same	$0.15-0.40	Same
Miami				
Improved				
Less than 2 acres	$6.00	-	$4.50-6.00	Up 25%
2-5 acres	$5.00	-	$4.00-5.00	Up 20%
6-9 acres	-	-	$3.00-4.50	Up 15%
10 or more acres	-	-	$3.00-4.50	Up 15%
Unimproved				
Less than 10 acres	-	-	$1.50-2.50	Same
10-99 acres	-	-	$1.25-2.00	Up 20%
100 or more acres	-	-	$1.35	-

EXHIBIT 22
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE SOUTH - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
New Orleans				
Improved				
Less than 2 acres	$1.50-7.00	Up 15%	$1.50-5.00	Same
2-5 acres	$1.50-7.00	Up 15%	$1.50-4.00	Same
6-9 acres	$1.40-6.00	Up 15%	$1.50-3.00	Same
10 or more acres	$1.30-5.00	Up 15%	$1.50-3.00	Same
Unimproved				
Less than 10 acres	$0.50-3.00	Same	$0.50-2.00	Same
10-99 acres	$0.25-1.25	Same	$0.30	Same
100 or more acres	$0.25-1.25	Same	$0.25	Same
Norfolk				
Improved				
Less than 2 acres	$1.00-2.00	Up 10%	$1.00-1.75	Same
2-5 acres	$1.00-2.00	Up 10%	$1.00-1.50	Same
6-9 acres	$1.50	Same	$1.00	Same
10 or more acres	-	-	$0.75-1.00	Same
Unimproved				
Less than 10 acres	-	-	-	-
10-99 acres	-	-	$0.50	Same
100 or more acres	-	-	-	-
Orlando				
Improved				
Less than 2 acres	$1.25-1.50	Up 25%	$0.75-0.95	Up 15%
2-5 acres	$1.25-1.50	Up 25%	$0.75-0.95	Up 20%
6-9 acres	$1.25-1.50	Up 20%	$0.75-0.95	Up 20%
10 or more acres	$0.95-1.15	Up 15%	$0.75-0.95	Up 15%
Unimproved				
Less than 10 acres	$0.70-1.25	Up 20%	$0.46-0.65	Up 20%
10-99 acres	-	-	$0.23-0.50	Up 20%
100 or more acres	-	-	$0.20-0.46	Up 15%

EXHIBIT 22
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE SOUTH - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Richmond				
Improved				
Less than 2 acres	$2.00	Same	$0.75-1.00	Same
2-5 acres	$1.50-1.75	Same	$0.75	Same
6-9 acres	$1.50	Same	$0.75	Same
10 or more acres	$1.00-1.50	Same	$0.75	Same
Unimproved				
Less than 10 acres	$0.90-1.00	Down 10%-Same	$0.40-0.50	Down 20%-Same
10-99 acres	$0.50-0.75	Down 10%-Same	$0.40-0.50	Down 20%-Same
100 or more acres	$0.38-0.75	Down 20%-Same	$0.40-0.50	Down 20%-Same
Tampa				
Improved				
Less than 2 acres	-	-	$1.50	Same
2-5 acres	-	-	$1.25	Same
6-9 acres	-	-	$1.25	Up 15%
10 or more acres	-	-	$1.10	Up 10%
Unimproved				
Less than 10 acres	-	-	$0.80	Up 30%
10-99 acres	-	-	$0.80	Up 35%
100 or more acres	-	-	$0.75	Up 55%
Tulsa				
Improved				
Less than 2 acres	$2.25	Up 10%	$2.00-2.50	Up 10%
2-5 acres	$1.75	Up 10%	$1.75-2.00	Up 10%
6-9 acres	$1.50	Up 10%	$1.75	Up 10%
10 or more acres	$1.00	Up 10%	$1.50-1.75	Up 10%
Unimproved				
Less than 10 acres	-	-	$0.50-1.00	Up 10%
10-99 acres	-	-	$0.50-0.75	Up 10%
100 or more acres	-	-	$0.25-0.50	Up 10%

EXHIBIT 22
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE SOUTH - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Washington, DC				
Improved				
Less than 2 acres	$5.00	Same	-	-
2-5 acres	$4.00	Same	$2.25-5.50	Up 10%
6-9 acres	$3.00	Same	$2.25-5.50	Up 10%
10 or more acres	-	-	$1.75-3.50	Up 10%
Unimproved				
Less than 10 acres	-	-	-	-
10-99 acres	-	-	$1.50-3.00	-
100 or more acres	-	-	$1.50-3.00	Same

Lease Prices Vary Widely

Lease prices for industrial buildings in the South showed considerable variation this Fall. Prices were as low as $1.25 a square foot in central city Memphis for a large building and as high as $6.00 a square foot in suburban Washington, D.C. Price increases over the past year also varied considerably with many areas reporting stable prices and some areas such as Dallas, Houston and Norfolk experiencing significant increases.

EXHIBIT 23
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Atlanta				
100,000 or more sq. ft.	$1.85	Up 5%	$2.00	Up 10%
60,000-99,999 sq. ft.	$1.85	Up 10%	$2.00	Up 10%
40,000-59,999 sq. ft.	$2.00	Up 10%	$2.00	Up 10%
20,000-39,999 sq. ft.	$2.25	Up 10%	$2.00	Up 10%
5,000-19,999 sq. ft.	$2.50	Up 10%	$2.50	Up 10%
Less than 5,000 sq. ft.	$2.75	Up 10%	$3.00	Up 10%

EXHIBIT 23
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH - Continued

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Baltimore				
100,000 or more sq. ft.	$1.90-2.50	Mixed	$2.25-2.75	Mixed
60,000-99,999 sq. ft.	$2.00-2.60	Mixed	$2.30-2.75	Mixed
40,000-59,999 sq. ft.	$2.20-2.60	Mixed	$2.35-2.95	Mixed
20,000-39,999 sq. ft.	$2.50-2.75	Mixed	$2.75-3.00	Mixed
5,000-19,999 sq. ft.	$2.65-3.00	Mixed	$3.00-3.50	Mixed
Less than 5,000 sq. ft.	$3.00-4.00	Same-Up 20%	$3.50-4.50	Same-Up 20%
Charlotte				
100,000 or more sq. ft.	$1.55	Up 10%	$1.75	Up 20%
60,000-99,999 sq. ft.	$1.85	Up 10%	$1.80	Up 20%
40,000-59,999 sq. ft.	$1.90	Up 15%	$1.95	Up 20%
20,000-39,999 sq. ft.	$2.00	Up 20%	$1.95	Up 20%
5,000-19,999 sq. ft.	$2.25	Up 20%	$2.15	Up 20%
Less than 5,000 sq. ft.	$3.25	Up 35%	$3.00	Up 20%
Dallas				
100,000 or more sq. ft.	$2.60	Up 40%	$2.60	Up 40%
60,000-99,999 sq. ft.	$2.85	Up 35%	$2.85	Up 35%
40,000-59,999 sq. ft.	$2.85	Up 35%	$2.85	Up 35%
20,000-39,999 sq. ft.	$2.85	Up 35%	$2.85	Up 35%
5,000 19,999 sq. ft.	$3.00	Up 40%	$3.00	Up 40%
Less than 5,000 sq. ft.	$3.00	Up 40%	$3.00	Up 40%
El Paso				
100,000 or more sq. ft.	$3.00	Up 5-10%	$3.00	Up 10%
60,000-99,999 sq. ft.	$3.00-3.25	Up 5-10%	$3.25	Up 10%
40,000-59,999 sq. ft.	$3.00-3.50	Up 5-10%	$3.50	Up 10%
20,000-39,999 sq. ft.	$3.00-3.50	Same-Up 10%	$3.50	Up 10%
5,000-19,999 sq. ft.	$3.00-3.75	Same-Up 10%	$3.75	Up 10%
Less than 5,000 sq. ft.	$3.50-4.00	Same-Up 10%	$4.00	Up 10%

EXHIBIT 23
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH - Continued

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Fort Worth				
100,000 or more sq. ft.	-	-	-	-
60,000-99,999 sq. ft.	$2.00	Same	$2.00	Same
40,000-59,999 sq. ft.	$2.10	Same	$2.10	Same
20,000-39,999 sq. ft.	$2.10	Same	$2.10	Same
5,000-19,999 sq. ft.	$2.25	Same	$2.25	Same
Less than 5,000 sq. ft.	$2.40	Same	$2.40	Same
Greensboro				
100,000 or more sq. ft.	-	-	-	-
60,000-99,999 sq. ft.	-	-	$1.50	Same
40,000-59,999 sq. ft.	-	-	$1.90	Up 5%
20,000-39,999 sq. ft.	-	-	$2.00	Up 5%
5,000-19,999 sq. ft.	-	-	$2.25	Up 5%
Less than 5,000 sq. ft.	-	-	$3.00	Up 10%
Houston				
100,000 or more sq. ft.	$1.80-3.00	Up 10-15%	$2.30-3.00	Up 10%
60,000-99,999 sq. ft.	$1.85-3.10	Up 10-25%	$2.50-3.10	Up 10%
40,000-59,999 sq. ft.	$2.00-3.20	Up 10-25%	$2.60-3.20	Up 10%
20,000-39,999 sq. ft.	$2.25-3.30	Up 10-35%	$2.25-3.30	Up 10%
5,000-19,999 sq. ft.	$2.50-3.50	Up 10-15%	$3.00-3.50	Up 10%
Less than 5,000 sq. ft.	$3.00-3.85	Up 5-10%	$3.50-4.20	Up 10%
Jacksonville				
100,000 or more sq. ft.	-	-	$1.75-2.50	Up 10%
60,000-99,999 sq. ft.	-	-	$1.75-2.50	Up 10%
40,000-59,999 sq. ft.	-	-	$1.75-2.50	Up 10%
20,000-39,999 sq. ft.	-	-	$1.80-2.40	Up 10%
5,000-19,999 sq. ft.	-	-	$1.80-2.40	Up 10%
Less than 5,000 sq. ft.	-	-	$2.00-3.00	Same

EXHIBIT 23
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH - Continued

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Little Rock				
100,000 or more sq. ft.	$1.75-3.85	Same	$3.85	Same
60,000-99,999 sq. ft.	$2.00-3.85	Same-Up 15%	$3.85	Same
40,000-59,999 sq. ft.	$3.75	Same	$3.75	Same
20,000-39,999 sq. ft.	$1.60-3.80	Down 10%-Same	$3.80	Same
5,000-19,999 sq. ft.	$1.75-3.60	Down 5%-Same	$3.60	Same
Less than 5,000 sq. ft.	$1.80-3.75	Same	$3.75	Same
Memphis				
100,000 or more sq. ft.	$1.25-2.50	Same	$1.40-2.00	Same
60,000-99,999 sq. ft.	$1.25-2.10	Same	$1.60-2.10	Same
40,000-59,999 sq. ft.	$1.25-2.10	Same	$1.75-2.25	Same
20,000-39,999 sq. ft.	$1.25-2.35	Same	$1.75-2.55	Same
5,000-19,999 sq. ft.	$1.40-2.50	Same	$1.80-2.50	Same
Less than 5,000 sq. ft.	$1.50-3.00	Same	$2.00-3.00	Same
Miami				
100,000 or more sq. ft.	$3.00	-	$3.00	-
60,000-99,999 sq. ft.	$3.00	-	$3.00-3.75	Same
40,000-59,999 sq. ft.	$3.25	-	$3.25-3.95	Same
20,000-39,999 sq. ft.	$3.50	-	$3.50-4.00	Same
5,000-19,999 sq. ft.	$3.75	-	$3.75-4.50	Same
Less than 5,000 sq. ft.	$4.00	-	$4.00	-
New Orleans				
100,000 or more sq. ft.	$2.00-3.40	Up 5%	$2.50-3.00	Same
60,000-99,999 sq. ft.	$2.00-3.40	Up 5%	$2.75-3.50	Same
40,000-59,999 sq. ft.	$2.50-3.40	Up 5%	$2.75-3.50	Same
20,000-39,999 sq. ft.	$2.50-3.50	Up 5%	$3.00-3.50	Same
5,000-19,999 sq. ft.	$3.00-3.75	Up 5%	$3.00-4.50	Same
Less than 5,000 sq. ft.	$3.50-4.00	Up 5%	$3.50-5.50	Same

EXHIBIT 23
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH - Continued

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Norfolk				
100,000 or more sq. ft.	-	-	-	-
60,000-99,999 sq. ft.	$2.00	Same	$3.25	Up 25%
40,000-59,999 sq. ft.	$2.50	Up 10%	$3.50	Up 25%
20,000-39,999 sq. ft.	$2.50	Up 10%	$3.50-3.75	Up 25%
5,000-19,999 sq. ft.	$2.75	Up 10%	$3.50-3.75	Up 25%
Less than 5,000 sq. ft.	$2.75	Up 10%	$3.50-4.50	Up 25%
Orlando				
100,000 or more sq. ft.	$2.75	Up 10%	-	-
60,000-99,999 sq. ft.	$2.75	Up 10%	$2.50-2.75	Up 15%
40,000-59,999 sq. ft.	$2.75-3.00	Up 10%	$2.50-2.75	Up 15%
20,000-39,999 sq. ft.	$2.75-3.25	Up 10%	$2.75-3.25	Up 15%
5,000-19,999 sq. ft.	$2.75-3.50	Up 15%	$2.75-3.25	Up 15%
Less than 5,000 sq. ft.	$3.00-4.50	Up 25%	$3.00-4.50	Up 22%
Richmond				
100,000 or more sq. ft.	$1.75-2.20	-	$2.25	Same
60,000-99,999 sq. ft.	$1.75-2.00	-	$2.00-2.25	Same
40,000-59,999 sq. ft.	$1.50-1.75	-	$2.00-2.25	Down 10%-Same
20,000-39,999 sq. ft.	$2.00	-	$2.20-2.25	Same
5,000-19,999 sq. ft.	$2.00-2.25	-	$2.15-2.75	Down 5%
Less than 5,000 sq. ft.	$2.00-2.50	-	$3.25-3.35	Down 5%
Tampa				
100,000 or more sq. ft.	$2.25	Same	$2.25	Same
60,000-99,999 sq. ft.	$2.25	Same	$2.25	Same
40,000-59,999 sq. ft.	$2.50	Up 25%	$2.50	Up 25%
20,000-39,999 sq. ft.	$2.50	Up 10%	$2.50	Up 10%
5,000-19,999 sq. ft.	$3.00	Up 10%	$3.00	Same
Less than 5,000 sq. ft.	$3.50	Up 10%	$3.50	Up 5%

EXHIBIT 23
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH - Continued

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Tulsa				
100,000 or more sq. ft.	-	-	$2.25	Up 10%
60,000-99,999 sq. ft.	-	-	$2.25-2.50	Up 10%
40,000-59,999 sq. ft.	$1.90	Up 10%	$2.50-2.75	Up 10%
20,000-39,999 sq. ft.	$1.90-2.20	Up 10%	$2.50-2.75	Up 10%
5,000-19,999 sq. ft.	$2.50-2.75	Up 10%	$3.00-3.25	Up 10%
Less than 5,000 sq. ft.	$3.00-3.25	Up 10%	$3.25-3.50	Up 10%
Washington, DC				
100,000 or more sq. ft.	-	-	$3.00-4.00	Same
60,000-99,999 sq. ft.	$2.10-2.60	-	$3.25-4.50	Up 10%
40,000-59,999 sq. ft.	$2.15-2.75	-	$3.50-4.75	Up 10%
20,000-39,999 sq. ft.	$2.00-3.00	Up 20%	$4.00-6.00	Same
5,000-19,999 sq. ft.	$2.00-3.00	Up 10%	$4.00-6.00	Same
Less than 5,000 sq. ft.	$3.25	Up 10%	$4.00-6.00	Same

Construction in South Mostly Down

Most Southern areas are experiencing reduced construction activity. The two Texas cities of Dallas and Fort Worth reported decreases for all categories (manufacturing, warehousing/distribution, and research and development). Atlanta, Orlando and Tampa reported the most increased activity. The other areas exhibited mixed reports.

EXHIBIT 24
RATE OF NEW CONSTRUCTION COMPARED TO A YEAR AGO
IN THE SOUTH

	Manufacturing	Warehousing/ Distribution	Research and Development
Atlanta	Same	Up Substantially	Up Substantially
Baltimore	Same-Down Substantially	Same-Down Substantially	Same-Up Moderately
Charlotte	Same	Up Moderately	Up Moderately
Dallas	Down Substantially	Down Moderately	Down Moderately
El Paso	Same-Up Substantially	Mixed	Same-Down Moderately
Fort Worth	Down Moderately	Down Moderately	Down Moderately
Greensboro	Down Substantially	Up Moderately	-
Houston	Same-Up Moderately	Same-Up Moderately	Same-Up Moderately
Jacksonville	Down Moderately	Same	Same
Little Rock	Same-Down Moderately	Same-Up Moderately	Same-Up Moderately
Memphis	Same	Same	Same
Miami	Same	Same-Up Moderately	Same-Down Moderately
New Orleans	Same-Down Moderately	Down Moderately	Mixed
Norfolk	Down Moderately	Up Substantially	Same
Orlando	Up Moderately	Up Moderately	Up Moderately
Richmond	Same-Up Moderately	Same-Up Moderately	Same
Tampa	Up Substantially	Up Substantially	Same
Tulsa	Same	Down Moderately	Same
Washington,DC	Down Substantially	Same	Down Moderately

Construction Costs Increase About Ten Percent

Costs to construct prime industrial buildings in the South were reported as being up about ten percent in most areas. The lowest cost was reported for larger buildings in Richmond at about $12.00 a square foot. The highest cost reported was for smaller buildings in Miami at $40.00 a square foot.

EXHIBIT 25
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH

	Cost Per Square Foot	Change From a Year Ago
Atlanta		
100,000 or more sq. ft.	$16.00	Up 10%
60,000-99,999 sq. ft.	$16.00	Up 10%
40,000-59,999 sq. ft.	$17.00	Up 10%
20,000-39,999 sq. ft.	$18.00	Up 10%
5,000-19,999 sq. ft.	$20.00	Up 10%
Less than 5,000 sq. ft.	$25.00	Up 10%
Baltimore		
100,000 or more sq. ft.	$12.00-23.00	Same-Up 10%
60,000-99,999 sq. ft.	$15.00-24.00	Mixed
40,000-59,999 sq. ft.	$15.00-25.00	Mixed
20,000-39,999 sq. ft.	$18.00-28.00	Mixed
5,000-19,999 sq. ft.	$20.00-30.00	Mixed
Less than 5,000 sq. ft.	$22.00-35.00	Mixed
Charlotte		
100,000 or more sq. ft.	$15.00	Up 10%
60,000-99,999 sq. ft.	$17.00	Up 10%
40,000-59,999 sq. ft.	$17.00	Up 10%
20,000-39,999 sq. ft.	$18.00	Up 10%
5,000-19,999 sq. ft.	$20.00	Up 15%
Less than 5,000 sq. ft.	$25.00	Up 15%
Dallas		
100,000 or more sq. ft.	$18.00	Same
60,000-99,999 sq. ft.	$20.00	Same
40,000-59,999 sq. ft.	$22.00	Same
20,000-39,999 sq. ft.	$25.00	Same
5,000-19,999 sq. ft.	$26.00	Same
Less than 5,000 sq. ft.	$28.00	Same
El Paso		
100,000 or more sq. ft.	$15.00-17.00	Up 10%
60,000-99,999 sq. ft.	$16.00-17.00	Up 10%
40,000-59,999 sq. ft.	$16.00-20.00	Up 10%
20,000-39,999 sq. ft.	$16.00-23.00	Up 10%
5,000-19,999 sq. ft.	$20.00-23.00	Up 10%
Less than 5,000 sq. ft.	$20.00-25.00	Up 10%

EXHIBIT 25
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH - Continued

	Cost Per Square Foot	Change From a Year Ago
Fort Worth		
100,000 or more sq. ft.	$16.00	Up 5%
60,000-99,999 sq. ft.	$17.00	Up 5%
40,000-59,999 sq. ft.	$18.00	Up 5%
20,000-39,999 sq. ft.	$19.00	Up 10%
5,000-19,999 sq. ft.	$22.00	Up 15%
Less than 5,000 sq. ft.	$26.00	Up 15%
Greensboro		
100,000 or more sq. ft.	-	-
60,000-99,999 sq. ft.	-	-
40,000-59,999 sq. ft.	$16.00	Up 10%
20,000-39,999 sq. ft.	$16.00	Up 10%
5,000-19,999 sq. ft.	$17.00	Up 10%
Less than 5,000 sq. ft.	$19.00	Up 10%
Houston		
100,000 or more sq. ft.	$15.00-18.00	Same-Up 10%
60,000-99,999 sq. ft.	$16.00-19.00	Same-Up 10%
40,000-59,999 sq. ft.	$17.00-20.00	Same-Up 10%
20,000-39,999 sq. ft.	$18.00-21.00	Same-Up 10%
5,000-19,999 sq. ft.	$20.00-25.00	Same-Up 10%
Less than 5,000 sq. ft.	$25.00-29.00	Same-Up 10%
Jacksonville		
100,000 or more sq. ft.	$12.00	Up 5%
60,000-99,999 sq. ft.	$13.00	Up 5%
40,000-59,999 sq. ft.	$14.00	Up 5%
20,000-39,999 sq. ft.	$15.00	Up 5%
5,000-19,999 sq. ft.	$16.00	Up 5%
Less than 5,000 sq. ft.	$20.00	Up 5%
Little Rock		
100,000 or more sq. ft.	$22.00	Same
60,000-99,999 sq. ft.	$24.00	Same
40,000-59,999 sq. ft.	$24.00	Same
20,000-39,999 sq. ft.	$22.00-24.00	Same
5,000-19,999 sq. ft.	$24.00-25.00	Same
Less than 5,000 sq. ft.	$26.00-28.00	Same

EXHIBIT 25
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH - Continued

	Cost Per Square Foot	Change From a Year Ago
Memphis		
100,000 or more sq. ft.	$14.00	Same-Up 5%
60,000-99,999 sq. ft.	$14.00	Same-Up 5%
40,000-59,999 sq. ft.	$15.00-16.00	Same-Up 10%
20,000-39,999 sq. ft.	$19.00-20.00	Same-Up 10%
5,000-19,999 sq. ft.	$21.00-22.00	Same-Up 15%
Less than 5,000 sq. ft.	$23.00	Same-Up 15%
Miami		
100,000 or more sq. ft.	$17.00	-
60,000-99,999 sq. ft.	$18.00-24.00	Same
40,000-59,999 sq. ft.	$20.00-27.00	Up 10%
20,000-39,999 sq. ft.	$22.00-28.00	Up 20%
5,000-19,999 sq. ft.	$24.00-30.00	Up 15%
Less than 5,000 sq. ft.	$40.00	-
New Orleans		
100,000 or more sq. ft.	$15.00	Up 5%
60,000-99,999 sq. ft.	$16.00-18.00	Up 5%
40,000-59,999 sq. ft.	$16.00-20.00	Up 5%
20,000-39,999 sq. ft.	$16.00-20.00	Up 5%
5,000-19,999 sq. ft.	$19.00-25.00	Up 5%
Less than 5,000 sq. ft.	$20.00-30.00	Up 5%
Norfolk		
100,000 or more sq. ft.	$15.00	Same
60,000-99,999 sq. ft.	$20.00	Same
40,000-59,999 sq. ft.	$21.00	Same
20,000-39,999 sq. ft.	$22.00	-
5,000-19,999 sq. ft.	$28.00	-
Less than 5,000 sq. ft.	$30.00	-
Orlando		
100,000 or more sq. ft.	$12.00	Up 10%
60,000-99,999 sq. ft.	$14.00	Up 10%
40,000-59,999 sq. ft.	$14.00	Up 10%
20,000-39,999 sq. ft.	$15.00	Up 15%
5,000-19,999 sq. ft.	$16.00	Up 15%
Less than 5,000 sq. ft.	$25.00	Up 10%

EXHIBIT 25
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH - Continued

	Cost Per Square Foot	Change From a Year Ago
Richmond		
100,000 or more sq. ft.	$12.00	Down 10%-Same
60,000-99,999 sq. ft.	$13.00-15.00	Down 5%
40,000-59,999 sq. ft.	$14.00-17.00	Down 5%
20,000-39,999 sq. ft.	$18.00-20.00	Down 5%
5,000-19,999 sq. ft.	$22.00-25.00	Down 5%
Less than 5,000 sq. ft.	$22.00-25.00	Down 5%
Tampa		
100,000 or more sq. ft.	$17.00	Up 10%
60,000-99,999 sq. ft.	$17.00	Up 10%
40,000-59,999 sq. ft.	$19.00	Up 10%
20,000-39,999 sq. ft.	$20.00	Up 10%
5,000-19,999 sq. ft.	$22.00	Up 10%
Less than 5,000 sq. ft.	$27.00	Up 10%
Tulsa		
100,000 or more sq. ft.	$21.00	Up 10%
60,000-99,999 sq. ft.	$21.00	Up 10%
40,000-59,999 sq. ft.	$21.00	Up 10%
20,000-39,999 sq. ft.	$23.00	Up 10%
5,000-19,999 sq. ft.	$26.00	Up 10%
Less than 5,000 sq. ft.	$27.00	Up 10%
Washington, DC		
100,000 or more sq. ft.	-	Same
60,000-99,999 sq. ft.	-	Same
40,000-59,999 sq. ft.	-	Same
20,000-39,999 sq. ft.	-	Same
5,000-19,999 sq. ft.	-	Same
Less than 5,000 sq. ft.	-	Same

Vacancies Mixed

The vacancy situation in the Southern cities demonstrate much variety. The tightest markets are El Paso, Jacksonville, New Orleans, Orlando, Tampa and Tulsa. Conversely, Charlotte, Dallas and Memphis are experiencing oversupply situations. Shelf lives also showed high variation with reports ranging from as little as one month to as high as 24 months depending on the supply situation.

EXHIBIT 26
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE SOUTH

	Vacancy Situation	Average Shelf Life (Months)
Atlanta		
100,000 or more sq. ft.	Substantial Shortage	-
60,000-99,999 sq. ft.	Balanced Market	-
40,000-59,999 sq. ft.	Balanced Market	-
20,000-39,999 sq. ft.	Balanced Market	-
5,000-19,999 sq. ft.	Substantial Oversupply	-
Less than 5,000 sq. ft.	Substantial Oversupply	-
Baltimore		
100,000 or more sq. ft.	Mixed	6-13
60,000-99,999 sq. ft.	Mixed	6-13
40,000-59,999 sq. ft.	Balanced Market-Substantial Oversupply	6-11
20,000-39,999 sq. ft.	Balanced Market-Substantial Oversupply	6-11
5,000-19,999 sq. ft.	Mixed	3-8
Less than 5,000 sq. ft.	Mixed	3-8
Charlotte		
100,000 or more sq. ft.	Moderate Shortage	4
60,000-99,999 sq. ft.	-	5
40,000-59,999 sq. ft.	Moderate Oversupply	5
20,000-39,999 sq. ft.	Moderate Oversupply	5
5,000-19,999 sq. ft.	Moderate Oversupply	4
Less than 5,000 sq. ft.	Moderate Oversupply	4

EXHIBIT 26
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE SOUTH - Continued

	Vacancy Situation	Average Shelf Life (Months)
Dallas		
100,000 or more sq. ft.	Balanced Market	8
60,000-99,999 sq. ft.	Substantial Oversupply	12
40,000-59,999 sq. ft.	Substantial Oversupply	12
20,000-39,999 sq. ft.	Substantial Oversupply	12
5,000-19,999 sq. ft.	Balanced Market	6
Less than 5,000 sq. ft.	Substantial Oversupply	12
El Paso		
100,000 or more sq. ft.	Substantial-Moderate Shortage	4-5
60,000-99,999 sq. ft.	Substantial-Moderate Shortage	4-5
40,000-59,999 sq. ft.	Balanced Market-Substantial Shortage	4-5
20,000-39,999 sq. ft.	Balanced Market-Substantial Shortage	4-5
5,000-19,999 sq. ft.	Balanced Market-Substantial Shortage	4-5
Less than 5,000 sq. ft.	Balanced Market-Moderate Shortage	5-6
Fort Worth		
100,000 or more sq. ft.	Moderate Shortage	10
60,000-99,999 sq. ft.	Balanced Market	6
40,000-59,999 sq. ft.	Balanced Market	6
20,000-39,999 sq. ft.	Balanced Market	6
5,000-19,999 sq. ft.	Balanced Market	5
Less than 5,000 sq. ft.	Balanced Market	4
Greensboro		
100,000 or more sq. ft.	-	-
60,000-99,999 sq. ft.	-	-
40,000-59,999 sq. ft.	Moderate Shortage	3
20,000-39,999 sq. ft.	Moderate Oversupply	5
5,000-19,999 sq. ft.	Balanced Market	4
Less than 5,000 sq. ft.	-	5

EXHIBIT 26
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE SOUTH - Continued

	Vacancy Situation	Average Shelf Life (Months)
Houston		
100,000 or more sq. ft.	Mixed	5-10
60,000-99,999 sq. ft.	Mixed	3-8
40,000-59,999 sq. ft.	Mixed	2-6
20,000-39,999 sq. ft.	Mixed	2-6
5,000-19,999 sq. ft.	Mixed	2-5
Less than 5,000 sq. ft.	Mixed	2-5
Jacksonville		
100,000 or more sq. ft.	Balanced Market	8
60,000-99,999 sq. ft.	-	3
40,000-59,999 sq. ft.	Moderate Shortage	2
20,000-39,999 sq. ft.	Moderate Shortage	2
5,000-19,999 sq. ft.	Moderate Shortage	2
Less than 5,000 sq. ft.	Substantial Shortage	1
Little Rock		
100,000 or more sq. ft.	Balanced Market-Moderate Oversupply	11
60,000-99,999 sq. ft.	Balanced Market-Moderate Oversupply	11
40,000-59,999 sq. ft.	Balanced Market-Moderate Oversupply	9
20,000-39,999 sq. ft.	Balanced Market	9
5,000-19,999 sq. ft.	Balanced Market-Moderate Shortage	7
Less than 5,000 sq. ft.	Substantial-Moderate Shortage	7
Memphis		
100,000 or more sq. ft.	Moderate-Substantial Oversupply	10
60,000-99,999 sq. ft.	Moderate-Substantial Oversupply	10
40,000-59,999 sq. ft.	Moderate-Substantial Oversupply	10
20,000-39,999 sq. ft.	Moderate-Substantial Oversupply	10
5,000-19,999 sq. ft.	Moderate Oversupply	5
Less than 5,000 sq. ft.	Moderate Oversupply	5

EXHIBIT 26
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE SOUTH - Continued

	Vacancy Situation	Average Shelf Life (Months)
Miami		
100,000 or more sq. ft.	Balanced Market-Moderate Shortage	6-8
60,000-99,999 sq. ft.	Balanced Market-Moderate Shortage	6
40,000-59,999 sq. ft.	Balanced Market-Moderate Shortage	6
20,000-39,999 sq. ft.	Balanced Market	4-6
5,000-19,999 sq. ft.	Balanced Market-Moderate Oversupply	3-6
Less than 5,000 sq. ft.	Balanced Market-Moderate Oversupply	3-4
New Orleans		
100,000 or more sq. ft.	Balanced Market-Substantial Shortage	5
60,000-99,999 sq. ft.	Moderate Shortage	5
40,000-59,999 sq. ft.	Substantial-Moderate Shortage	4
20,000-39,999 sq. ft.	Substantial-Moderate Shortage	4
5,000-19,999 sq. ft.	Balanced Market-Moderate Shortage	4
Less than 5,000 sq. ft.	Balanced Market-Moderate Shortage	4
Norfolk		
100,000 or more sq. ft.	Balanced Market	24
60,000-99,999 sq. ft.	Balanced Market	12
40,000-59,999 sq. ft.	Balanced Market	6
20,000-39,999 sq. ft.	Moderate Shortage	3
5,000-19,999 sq. ft.	Substantial Shortage	2
Less than 5,000 sq. ft.	Substantial Shortage	2
Orlando		
100,000 or more sq. ft.	Substantial Shortage	9
60,000-99,999 sq. ft.	Substantial Shortage	8
40,000-59,999 sq. ft.	Substantial Shortage	6
20,000-39,999 sq. ft.	Moderate Shortage	5
5,000-19,999 sq. ft.	Moderate Shortage	5
Less than 5,000 sq. ft.	-	4

EXHIBIT 26
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE SOUTH - Continued

	Vacancy Situation	Average Shelf Life (Months)
Richmond		
100,000 or more sq. ft.	Moderate Oversupply	-
60,000-99,999 sq. ft.	Moderate Oversupply	6
40,000-59,999 sq. ft.	Moderate Oversupply	3
20,000-39,999 sq. ft.	Moderate Oversupply	3
5,000-19,999 sq. ft.	Moderate Oversupply	3
Less than 5,000 sq. ft.	Moderate Oversupply	3
Tampa		
100,000 or more sq. ft.	Moderate Shortage	9
60,000-99,999 sq. ft.	Moderate Shortage	9
40,000-59,999 sq. ft.	Moderate Shortage	9
20,000-39,999 sq. ft.	Substantial Shortage	4
5,000-19,999 sq. ft.	Moderate Shortage	4
Less than 5,000 sq. ft.	Moderate Shortage	3
Tulsa		
100,000 or more sq. ft.	Substantial Shortage	-
60,000-99,999 sq. ft.	Substantial Shortage	-
40,000-59,999 sq. ft.	Moderate Shortage	-
20,000-39,999 sq. ft.	Moderate Shortage	-
5,000-19,999 sq. ft.	Moderate Shortage	-
Less than 5,000 sq. ft.	Moderate Shortage	-
Washington, DC		
100,000 or more sq. ft.	Balanced Market	6
60,000-99,999 sq. ft.	Balanced Market	6
40,000-59,999 sq. ft.	Moderate Oversupply	3
20,000-39,999 sq. ft.	Moderate Oversupply	2
5,000-19,999 sq. ft.	Moderate Shortage	2
Less than 5,000 sq. ft.	Moderate Shortage	2

Absorption Going to Warehousing/Distribution

As in other regions, most absorption in the South is devoted to warehousing and distribution activity. Except for Dallas, El Paso and Orlando all areas indicated that a majority of space leased or purchased was for this purpose. El Paso and Orlando indicated that manufacturing was the leading activity; Dallas relied on research and development.

EXHIBIT 27
COMPOSITION OF ABSORPTION
IN THE SOUTH

	Industry			Inside/Outside Industrial Park	
	Warehousing/ Distribution	Manufacturing	Research and Development	Inside	Outside
Atlanta	60%	30%	10%	70%	30%
Baltimore	60-70%	10-30%	10-20%	50-70%	30-50%
Charlotte	80%	15%	5%	75%	30%
Dallas	45%	5%	50%	90%	10%
El Paso	30-48%	48-60%	4-10%	70-90%	10-30%
Fort Worth	60%	35%	5%	65%	35%
Greensboro	-	-	-	-	-
Houston	60-80%	15-30%	5-10%	30-90%	10-70%
Jacksonville	90%	10%	-	60%	40%
Little Rock	80%	20%	0%	80%	20%
Memphis	70-75%	25%	5%	68-70%	30-32%
Miami	80-90%	5-15%	5%	35-50%	50-65%
New Orleans	80%	10-20%	10%	15-80%	20-85%
Norfolk	70%	20%	10%	75%	25%
Orlando	45%	50%	5%	70%	30%
Richmond	80%	10%	10%	75%	25%
Tampa	79%	20%	1%	75%	25%
Tulsa	75%	20%	5%	90%	10%
Washington, DC	70%	30%	-	50%	50%

Financing Through Industrial Revenue Bonds in South

Industrial revenue bonds are a primary source of financing industrial real estate purchases in the South. Other important sources identified were insurance companies, commercial banks and sellers. Interest rates were running as low as ten percent for industrial revenue bonds with most in the 13-14 percent range. Interest rates from the other sources ranged from 12-14 percent from sellers to 16 percent plus from insurance companies and commercial banks. Money availability was described as moderate to tight.

EXHIBIT 28
MORTGAGE FINANCING FOR INDUSTRIAL PROPERTIES
IN THE SOUTH

	Most Important Source	Most Prevalent Interest Rate	Money Supply Availability
Atlanta	Insurance Co.	14.5-16.0%	-
Baltimore	Ind. Rev. Bonds	12.0-14.0%	Ample-Tight
Charlotte	Pension Funds	15.0%	Ample
Dallas	Insurance Co.	16.5%	Tight
El Paso	Ind. Rev. Bonds	1.3-14.0%	Moderate
Fort Worth	Commercial Banks	20.0%	-
Greensboro	Commercial Banks	18.0%	Ample
Houston	Insurance Co.-Commercial Banks	*	Moderate-Tight
Jacksonville	Insurance Co.	-	Moderate
Little Rock	Ind. Rev. Bonds	10.0%	Moderate-Tight
Memphis	Insurance Co.-Ind. Rev. Bonds	13.0%	Moderate-Tight
Miami	Insurance Co.-Owner Financing	16.0%	Moderate-Tight
New Orleans	Ind. Rev. Bonds	10.5%	Moderate
Norfolk	Ind. Rev. Bonds	**	Moderate
Orlando	Insurance Co.	15.5-16.0%	-
Richmond	Ind. Rev. Bonds	1.3-14.0%	Tight
Tampa	Commercial Banks	16.5-17.5%	Tight
Tulsa	Ind. Rev. Bonds	***	Tight
Washington, DC	Owner Financing	12.0-14.0%	Moderate

Outlook in South Moderately Optimistic

The outlook over the next year by the panelists in the South is moderately optimistic. Expectations for the dollar volume of sales and leases is for increases from 10-15 percent in most areas although there are some scattered expectations for decreases. Prices are also expected to show moderate increases up to 20 percent. Construction costs are viewed as increasing around ten percent in most areas. Absorption is expected to stabilize or increase up to 20 percent.

* prime plus 2 points
** 75% of prime
*** 60-75% of prime

EXHIBIT 29
OUTLOOK FOR INDUSTRIAL REAL ESTATE ACTIVITY FOR NEXT 12 MONTHS
IN THE SOUTH

	Prices		Dollar Volume		Construction Costs	Absorption
	Sales	Leases	Sales	Leases		
Atlanta	Up 10%	Up 15%	Up 10%	Up 15%	Up 15%	Same
Baltimore	Same-Up 20%	Mixed	Mixed	Mixed	Same-Up 5%	Mixed
Charlotte	Up 20%	Up 15%	Up 15%	Up 15%	Up 15%	Up 15%
Dallas	Up 10%	Up 25%	Up 10%	Up 10%	Up 10%	Down 25%
El Paso	Up 10%	Up 10%	Same-Up 10%	Up 10%	Up 10%	Up 10-15%
Fort Worth	Up 15%	Up 10%	Up 10%	Up 15%	Up 10%	Up 15%
Greensboro	Same	Up 10%	Same	Up 10%	Up 10%	Same
Houston	Up 5-15%	Same-Up 15%	Same-Up 20%	Same-Up 20%	Same-Up 10%	Same-Up 20%
Jacksonville	Up 10%	Up 5%	Same	Up 5%	Up 10%	Up 5%
Little Rock	Same-Up 5%	Same	Same-Up 10%	Same-Up 20%	Up 5%	Up 5-20%
Memphis	Same-Up 10%	Same-Up 15%	Same-Up 15%	Same-Up 15%	Same-Up 15%	Same
Miami	Down 10%-Same	Same	Down 10%	Same	Same-Up 15%	-
New Orleans	Up 5-15%	Up 10-15%	Same	Same-Up 10%	Up 10-15%	Same
Norfolk	Same	Up 10%	Up 10%	Up 10%	Same	Up 10%
Orlando	Up 15%	Up 10%	Up 10%	Up 10%	Up 10%	Up 10%
Richmond	Up 5-10%	Up 5-10%	Up 5-10%	Up 5%	Same	Up 10-20%
Tampa	Up 15%	Up 20%	Same	Same	Up 10%	Same
Tulsa	Same	Up 10%	Down 10%	Up 10%	Up 10%	Same
Washington,D.C.	Same	Same	Same	Same	Same	Same

North Central Region

NORTH CENTRAL REGION

Dollar Volume Continues to Drop

Fifteen North Central metropolitan areas were included in the Fall, 1981 survey as follows: Akron, Chcago, Cincinnati, Cleveland, Columbus, Des Moines, Detroit, Grand Rapids, Indianapolis, Kansas City, Milwaukee, Minneapolis, St. Louis, Terre Haute and Wichita. Dollar volume was generally down throughout the region, although there were scattered reports of increases.

EXHIBIT 30
DOLLAR VOLUME OF SALES AND LEASES COMPARED TO
A YEAR AGO IN THE NORTH CENTRAL

	Manufacturing		Warehousing/ Distribution		Research and Development	
	Sales	Leases	Sales	Leases	Sales	Leases
Akron	Down 25%	Down 15%	Down 25%	Down 15%	Down 25%	Down 15%
Chicago	Down 30-55%	Down 20-55%	Down 20-25%	Down 15-50%	Down 10-20%	Down 20%-Same
Cincinnati	Down 15-20%	Down 15%	Down 20%	Down 20%	Down 10%	Down 5-10%
Cleveland	Mixed	Up 10-20%	Mixed	Up 10-40%	Down 20%-Same	Same
Columbus	Same	Same	Same	Up 20%	Down 20%	Same
Des Moines	Down 50%	Down 50%	Down 25%	Down 25%	Down 50%	Down 50%
Detroit	Mixed	Mixed	Mixed	Mixed	Mixed	Down 30%-Same
Grand Rapids	Same	Same	Same	Same	Same	Same
Indianapolis	Same	Up 5%	Same	Up 5%	Same	Up 5%
Kansas City	Same	Same	Same	Down 10%	Same	Same
Milwaukee	Down 10-30%	Down 10-25%	Down 25% -Same	Down 20%-Same	Down 20%-Same	Down 20%-Same

EXHIBIT 30
DOLLAR VOLUME OF SALES AND LEASES COMPARED TO
A YEAR AGO IN THE NORTH CENTRAL - Continued

	Manufacturing		Warehousing/ Distribution		Research and Development	
	Sales	Leases	Sales	Leases	Sales	Leases
Minneapolis	Down 25%	Down 25%	Down 25%	Down 10%	Down 25%	Same
St. Louis	Down 10% -Same	Same	Mixed	Same-Up 50%	Down 10%- Same	Same-Up 20%
Terre Haute	Down 20%	Down 20%	Same	Same	Down 50%	Down 50%
Wichita	Same	Same	Down 5%	Down 5%	Same	Same

Sales Prices of Buildings Vary Widely

Sales prices of prime industrial buildings in the central cities in the North Central region ranged from a high of $45.00 a square foot in Chicago for the smallest buildings to an extreme low of $1.00 a square foot in Detroit for larger structures. Suburban area buildings ranged from a high of $43.00 a square foot in Cleveland for the smaller buildings to a low of $9.00 a square foot, again in Detroit, for the largest structures. Prices were mostly unchanged with a nearly equal number of decreases and increases.

EXHIBIT 31
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Akron				
100,000 or more sq. ft.	-	-	-	-
60,000-99,999 sq. ft.	-	-	-	-
40,000-59,999 sq. ft.	-	-	-	-
20,000-39,999 sq. ft.	-	-	-	-
5,000-19,999 sq. ft.	$26.00-28.00	Same	-	Same
Less than 5,000 sq. ft.	$28.00-32.00	Same	-	Same

EXHIBIT 31
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Chicago				
100,000 or more sq. ft.	$18.00-27.00	Same	$23.00-26.00	Same
60,000-99,999 sq. ft.	$20.00-32.00	Same	$24.00-27.00	Same
40,000-59,999 sq. ft.	$22.00-34.00	Same	$25.00-29.00	Same
20,000-39,999 sq. ft.	$24.00-36.00	Same	$27.00-32.00	Same
5,000-19,999 sq. ft.	$28.00-29.00	Same	$30.00-35.00	Same
Less than 5,000 sq. ft.	$32.00-45.00	Same	$35.00-38.00	Same
Cincinnati				
100,000 or more sq. ft.	$18.00	Down 5%-Same	$17.00-18.00	Down 5%-Same
60,000-99,999 sq. ft.	$18.00-20.00	Down 5%-Same	$18.00-19.00	Down 5%-Same
40,000-59,999 sq. ft.	$20.00	Down 5%-Same	$19.00-20.00	Down 5%-Same
20,000-39,999 sq. ft.	$21.00-22.00	Down 5%-Same	$21.00	Down 5%-Same
5,000-19,999 sq. ft.	$22.00-23.00	Down 5%-Same	$22.00-23.00	Down 5%-Same
Less than 5,000 sq. ft.	$25.00-28.00	Same	$25.00-27.00	Same
Cleveland				
100,000 or more sq. ft.	$14.00-18.00	Same	$16.00-18.00	Same
60,000-99,999 sq. ft.	$15.00-17.00	Down 10%-Same	$18.00-19.00	Same
40,000-59,999 sq. ft.	$16.00-18.00	Same	$20.00-23.00	Same-Up 10%
20,000-39,999 sq. ft.	$18.00-21.00	Same-Up 5%	$24.00	Same
5,000-19,999 sq. ft.	$20.00-23.00	Same-Up 10%	$28.00-32.00	Same-Up 10%
Less than 5,000 sq. ft.	$22.00-27.00	Same	$35.00-43.00	Same-Up 15%
Columbus				
100,000 or more sq. ft.	$12.00-25.00	Same	$12.00-25.00	Same
60,000-99,999 sq. ft.	$12.00-25.00	Same	$12.00-25.00	Same
40,000-59,999 sq. ft.	$12.00-25.00	Same	$12.00-25.00	Same
20,000-39,999 sq. ft.	$20.00-27.00	Same	$20.00-27.00	Same
5,000-19,999 sq. ft.	$28.00	Same	$28.00	Same
Less than 5,000 sq. ft.	-	-	-	-

EXHIBIT 31
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Des Moines				
100,000 or more sq. ft.	$15.00	Same	$20.00	Same
60,000-99,999 sq. ft.	$15.00	Same	$20.00	Same
40,000-59,999 sq. ft.	$17.00	Down 5%	$17.00	Down 15%
20,000-39,999 sq. ft.	$17.00	Down 5%	$17.00	Down 15%
5,000-19,999 sq. ft.	$20.00	Same	$22.00	Down 10%
Less than 5,000 sq. ft.	-	-	-	-
Detroit				
100,000 or more sq. ft.	$1.00-10.00	Down 15%-Same	$9.00-18.00	Mixed
60,000-99,999 sq. ft.	$2.00-10.00	Down 10%-Same	$12.00-22.00	Mixed
40,000-59,999 sq. ft.	$2.00-12.00	Same-Up 10%	$15.00-25.00	Same-Up 10%
20,000-39,999 sq. ft.	$3.00-12.00	Same	$18.00-28.00	Same-Up 10%
5,000-19,999 sq. ft.	$5.00-15.00	Same	$20.00-32.00	Up 5-10%
Less than 5,000 sq. ft.	$7.00-20.00	Same	$33.00-35.00	Up 5-10%
Grand Rapids				
100,000 or more sq. ft.	-	-	$17.00-18.00	Same
60,000-99,999 sq. ft.	-	-	$18.00-20.00	Same
40,000-59,999 sq. ft.	-	-	$18.00-21.00	Same
20,000-39,999 sq. ft.	-	-	$19.00-23.00	Same
5,000-19,999 sq. ft.	-	-	$22.00-25.00	Same
Less than 5,000 sq. ft.	-	-	$25.00-28.00	Same
Indianapolis				
100,000 or more sq. ft.	-	-	$20.00	Same
60,000-99,999 sq. ft.	-	-	$22.00	Same
40,000-59,999 sq. ft.	-	-	$22.00	Same
20,000-39,999 sq. ft.	$20.00	Same	$23.00	Same
5,000-19,999 sq. ft.	$23.00	Same	$25.00	Same
Less than 5,000 sq. ft.	$25.00	Same	$30.00	Same

EXHIBIT 31
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Kansas City				
100,000 or more sq. ft.	$10.00-13.00	Same	-	-
60,000-99,999 sq. ft.	-	-	$20.00	Same
40,000-59,999 sq. ft.	$12.00-13.00	Same	$19.00-21.00	Same
20,000-39,999 sq. ft.	$15.00	Same	$21.00	-
5,000-19,999 sq. ft.	$17.00-19.00	Same	$21.00-30.00	Same
Less than 5,000 sq. ft.	$20.00	Same	$35.00	Up 5%
Milwaukee				
100,000 or more sq. ft.	$12.00-15.00	Same-Up 10%	$10.00-15.00	Mixed
60,000-99,999 sq. ft.	$15.00-18.00	Same	$15.00-18.00	Same
40,000-59,999 sq. ft.	$15.00-18.00	Down 10%-Same	$15.00-18.00	Down 10%-Same
20,000-39,999 sq. ft.	$17.00-20.00	Up 10%	$17.00-20.00	Same-Up 10%
5,000-19,999 sq. ft.	$17.00-20.00	Same-Up 10%	$17.00-20.00	Same-Up 10%
Less than 5,000 sq. ft.	$22.00	Same	$22.00	Same
Minneapolis				
100,000 or more sq. ft.	$20.00	Same	$18.00	Same
60,000-99,999 sq. ft.	$22.00	Same	$20.00	Same
40,000-59,999 sq. ft.	$23.00	Same	$22.00	Same
20,000-39,999 sq. ft.	$26.00	Same	$25.00	Same
5,000-19,999 sq. ft.	$30.00	Same	$28.00	Same
Less than 5,000 sq. ft.	$40.00	Same	$40.00	Same
St. Louis				
100,000 or more sq. ft.	$8.00-10.00	Same	$14.00-22.00	Same-Up 10%
60,000-99,999 sq. ft.	$8.00-18.00	Same-Up 30%	$20.00-22.00	Same-Up 10%
40,000-59,999 sq. ft.	$12.00-13.00	Same-Up 10%	$22.00-24.00	Same-Up 10%
20,000-39,999 sq. ft.	$12.00-21.00	Same-Up 10%	$22.00-24.00	Same-Up 10%
5,000-19,999 sq. ft.	$18.00-22.00	Same-Up 5%	$27.00-30.00	Same-Up 15%
Less than 5,000 sq. ft.	$18.00-22.00	Same-Up 5%	$27.00-28.00	Same-Up 10%

EXHIBIT 31
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Terre Haute				
100,000 or more sq. ft.	$17.00	Same	$17.00	Same
60,000-99,999 sq. ft.	$20.00	Same	$20.00	Same
40,000-59,999 sq. ft.	$20.00	Same	$20.00	Same
20,000-39,999 sq. ft.	$22.00	Same	$22.00	Same
5,000-19,999 sq. ft.	$24.00	Same	$24.00	Same
Less than 5,000 sq. ft.	$25.00	Same	$25.00	Same
Wichita				
100,000 or more sq. ft.	-	-	-	-
60,000-99,999 sq. ft.	$16.00	Same	$16.00	Same
40,000-59,999 sq. ft.	$16.00	Same	$16.00	Same
20,000-39,999 sq. ft.	$15.00	Same	$15.00	Same
5,000-19,999 sq. ft.	$16.00	Up 15%	$16.00	Up 15%
Less than 5,000 sq. ft.	$18.00	-	$18.00	Same

Site Prices Also Show Stability

There was little change in site prices over the past 12 months in the North Central region. Again, there were scatterd reports of decreases as well as slight increases but most areas experienced stable prices. Prices ranged from a low of $.05 a square foot for unimproved sites in Detroit's suburban area up to $6.00 a square foot for small improved sites in Chicago.

EXHIBIT 32
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE NORTH CENTRAL

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Akron				
Improved				
Less than 2 acres	$0.70-1.50	Same	$0.30-1.00	Same
2-5 acres	$0.70-1.00	Same	$0.30-1.00	Same
6-9 acres	$0.70-1.00	Same	$0.40-0.60	Same
10 or more acres	-	Same	$0.30-0.50	Same
Unimproved				
Less than 10 acres	-	-	$0.15-0.25	Same
10-99 acres	-	-	$0.20-0.30	Same
100 or more acres	-	-	$0.05-0.15	Same
Chicago				
Improved				
Less than 2 acres	$2.50-6.00	Same	$2.50-3.25	Same
2-5 acres	$2.25-5.00	Same	$2.25-3.00	Same
6-9 acres	$2.00-4.00	Same	$2.00-3.00	Same
10 or more acres	$2.00-4.00	Same-Up 10%	$1.75-2.75	Same
Unimproved				
Less than 10 acres	-	-	$1.25	Same
10-99 acres	-	-	$1.00	Same
100 or more acres	-	-	$0.75	Same
Cincinnati				
Improved				
Less than 2 acres	$3.00-5.00	Same	$1.00-1.50	Same
2-5 acres	$3.00-5.00	Same	$1.00-1.50	Same
6-9 acres	-	-	$0.75-1.00	Same
10 or more acres	-	-	$0.75-1.00	Same
Unimproved				
Less than 10 acres	-	-	$0.60-0.70	Same
10-99 acres	-	-	$0.50-0.70	Same
100 or more acres	-	-	$0.20-0.25	Same

EXHIBIT 32
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE NORTH CENTRAL - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Cleveland				
Improved				
Less than 2 acres	$3.50-4.00	Same	$0.60-1.80	Same-Up 5%
2-5 acres	$3.00	Same	$0.60-1.80	Same-Up 5%
6-9 acres	$2.00	Same	$0.60-1.75	Same-Up 5%
10 or more acres	$1.00	Same	$0.60-1.75	Same-Up 5%
Unimproved				
Less than 10 acres	-	-	$0.35	Same
10-99 acres	-	-	$0.25	Same
100 or more acres	-	-	$0.20	Same
Columbus				
Improved				
Less than 2 acres	$0.57-1.30	Same	$0.57-1.30	Same
2-5 acres	$0.57-1.30	Same	$0.57-1.30	Same
6-9 acres	$0.40-1.00	Same	$0.40-1.00	Same
10 or more acres	$0.40-0.80	Same	$0.40-0.80	Same
Unimproved				
Less than 10 acres	$0.28-0.35	Same	$0.28-0.35	Same
10-99 acres	$0.28-0.35	Same	$0.28-0.35	Same
100 or more acres	$0.15-0.28	Same	$0.15-0.28	Same
Des Moines				
Improved				
Less than 2 acres	$1.50	Down 15%	$1.30	Same
2-5 acres	$1.50	Same	$1.00	Down 10%
6-9 acres	$1.25	Same	$0.90	Same
10 or more acres	$1.00	Same	$0.75	Same
Unimproved				
Less than 10 acres	$0.50	Down 25%	$0.20	Same
10-99 acres	$0.40	Down 35%	-	-
100 or more acres	-	-	-	-

EXHIBIT 32
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE NORTH CENTRAL - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Detroit				
Improved				
Less than 2 acres	$0.70-1.50	Same	$0.80-2.00	Mixed
2-5 acres	$0.50-1.20	Same	$0.80-1.85	Mixed
6-9 acres	$0.50-1.00	Same	$0.75-1.80	Mixed
10 or more acres	$0.50-1.50	Same	$0.50-0.90	Mixed
Unimproved				
Less than 10 acres	-	-	$0.50	Same
10-99 acres	-	-	$0.05-0.25	Down 10%-Same
100 or more acres	-	-	$0.05-0.15	Down 10%-Same
Grand Rapids				
Improved				
Less than 2 acres	$0.75-1.00	Same	$0.70-1.00	-
2-5 acres	$0.75-1.00	Same	$0.70-1.00	-
6-9 acres	-	-	$0.70-1.00	-
10 or more acres	-	-	$0.70-1.00	-
Unimproved				
Less than 10 acres	-	-	$0.13-0.22	-
10-99 acres	-	-	$0.13-0.22	-
100 or more acres	-	-	$0.13-0.22	-
Indianapolis				
Improved				
Less than 2 acres	-	-	$1.15	Up 5%
2-5 acres	$1.00	-	$1.15	Up 5%
6-9 acres	$0.75	-	$0.95	Up 5%
10 or more acres	-	-	$0.85	Up 5%
Unimproved				
Less than 10 acres	-	-	$0.50	Same
10-99 acres	-	-	$0.42	Same
100 or more acres	-	-	$0.35	Same

EXHIBIT 32
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE NORTH-CENTRAL - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Kansas City				
Improved				
Less than 2 acres	$1.25-1.50	Same	$1.25-2.00	Same
2-5 acres	$1.00	Same	$0.90-1.25	Same
6-9 acres	$1.00	Same	$0.85-1.00	Same
10 or more acres	-	-	$1.00	Same
Unimproved				
Less than 10 acres	-	-	-	-
10-99 acres	-	-	$0.43-0.50	Same-Up 10%
100 or more acres	-	-	-	-
Milwaukee				
Improved				
Less than 2 acres	$0.60-1.00	Same-Up 15%	$0.50-1.00	Same-Up 5%
2-5 acres	$0.60-1.00	Mixed	$0.50-1.00	Same-Up 5%
6-9 acres	$0.60-1.00	Up 15%	$0.50-1.00	Same-Up 10%
10 or more acres	$0.50	Up 15%	$0.40-0.80	Same-Up 10%
Unimproved				
Less than 10 acres	-	-	$0.15-0.25	Same
10-99 acres	-	-	$0.10-0.15	Same
100 or more acres	-	-	$0.05-0.10	Down 10%-Same
Minneapolis				
Improved				
Less than 2 acres	$2.25	Up 10%	$1.50	Same
2-5 acres	$2.00	Up 10%	$1.50	Same
6-9 acres	$1.75	Up 10%	$1.00	Same
10 or more acres	$1.75	Up 10%	$1.00	Same
Unimproved				
Less than 10 acres	-	-	$0.60	Same
10-99 acres	-	-	$0.50	Same
100 or more acres	-	-	$0.30	Same

EXHIBIT 32
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE NORTH CENTRAL - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
St. Louis				
Improved				
Less than 2 acres	$1.50-2.00	Same	$1.50-1.85	Same-Up 10%
2-5 acres	$1.25-1.50	Same	$1.35-1.50	Same-Up 10%
6-9 acres	$1.25-1.50	Same	$1.20-1.35	Same-Up 10%
10 or more acres	$1.25-1.35	Down 10%-Same	$0.65-1.35	Same-Up 5%
Unimproved				
Less than 10 acres	$0.50	Same	$0.75-0.90	Same-Up 15%
10-99 acres	$0.30	Same	$0.60-0.75	Same-Up 20%
100 or more acres	-	-	$0.50	Same
Terre Haute				
Improved				
Less than 2 acres	$2.00	Up 10%	$2.00	Up 10%
2-5 acres	$1.50	Up 10%	$1.50	Up 10%
6-9 acres	$1.50	Up 10%	$1.50	Up 10%
10 or more acres	$1.25	Up 10%	$1.25	Up 10%
Unimproved				
Less than 10 acres	$0.50	Same	$0.50	Same
10-99 acres	$0.37	Same	$0.37	Same
100 or more acres	$0.25	Same	$0.25	Same
Wichita				
Improved				
Less than 2 acres	$0.75	Same	$0.70	Same
2-5 acres	$0.75	Same	$0.60	Same
6-9 acres	-	-	$0.50	Same
10 or more acres	-	-	-	-
Unimproved				
Less than 10 acres	-	-	$0.30	Same
10-99 acres	-	-	$0.10	Same
100 or more acres	-	-	-	-

Most Lease Prices Flat

The annual lease price trend in the North Central region was also flat with generally no change over the last 12 months. Only Terre Haute reported across the board increases. Prices in this region ranged from $.60 a square foot in central city Detroit to $6.00 a square foot in suburban Columbus followed by Chicago at $5.95.

EXHIBIT 33
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Akron				
100,000 or more sq. ft.	$0.90-1.35	Same	$0.90-1.00	Same
60,000-99,999 sq. ft.	$1.25-1.75	Same	$1.00-1.75	Same
40,000-59,999 sq. ft.	$1.75-2.50	Same	$1.75-2.25	Same
20,000-39,999 sq. ft.	$2.00-2.25	Same	$2.00-2.50	Same
5,000-19,999 sq. ft.	$2.00-2.75	Up 10%	$2.25-3.00	Up 10%
Less than 5,000 sq. ft.	$3.00-3.50	Up 10%	$3.00-3.50	Up 10%
Chicago				
100,000 or more sq. ft.	$2.50-4.05	Same	$3.00-3.40	Same-Up 10%
60,000-99,999 sq. ft.	$2.75-4.50	Same	$3.25-4.30	Same-Up 10%
40,000-59,999 sq. ft.	$3.00-4.80	Same	$3.50-4.65	Same-Up 10%
20,000-39,999 sq. ft.	$3.30-5.00	Same	$3.80-4.70	Same-Up 10%
5,000-19,999 sq. ft.	$3.40-5.40	Same	$3.90-5.12	Same-Up 10%
Less than 5,000 sq. ft.	$3.50-6.10	Same	$4.00-5.95	Same-Up 10%
Cincinnati				
100,000 or more sq. ft.	$1.70-2.00	Down 5-10%	$1.70-2.00	Down 5-10%
60,000-99,999 sq. ft.	$1.75-2.00	Down 5-10%	$1.75-2.50	Down 5-10%
40,000-59,999 sq. ft.	$2.00-2.50	Down 5-10%	$1.90-3.00	Down 5-10%
20,000-39,999 sq. ft.	$2.00-3.00	Down 5-10%	$2.00-3.00	Down 10%-Same
5,000-19,999 sq. ft.	$2.50-3.25	Down 5-10%	$2.50-3.75	Down 5%-Same
Less than 5,000 sq. ft.	$3.00-3.50	Down 5%-Same	$2.50-3.75	Down 5%-Same

EXHIBIT 33
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL - Continued

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Cleveland				
100,000 or more sq. ft.	$1.80-2.10	Down 5%-Same	$1.90-3.00	Mixed
60,000-99,999 sq. ft.	$1.90-2.25	Same	$2.10-3.15	Mixed
40,000-59,999 sq. ft.	$2.00-2.45	Same	$2.20-3.25	Mixed
20,000-39,999 sq. ft.	$2.25-2.75	Mixed	$2.30-3.40	Mixed
5,000-19,999 sq. ft.	$2.90-3.00	Up 5-10%	$3.60-4.30	Up 10-15%
Less than 5,000 sq. ft.	$3.20-3.40	Up 5-15%	$4.00-4.50	Up 5-15%
Columbus				
100,000 or more sq. ft.	$1.25-2.95	Same	$1.25-2.95	Same
60,000-99,999 sq. ft.	$1.35-3.00	Same	$1.35-3.00	Same
40,000-59,999 sq. ft.	$1.40-3.00	Same	$1.40-3.00	Same
20,000-39,999 sq. ft.	$1.50-3.25	Same	$1.50-3.25	Same
5,000-19,999 sq. ft.	$1.80-6.00	Same	$1.80-6.00	Same
Less than 5,000 sq. ft.	$3.25-6.00	Same	$3.25-6.00	Same
Des Moines				
100,000 or more sq. ft.	$3.00	Same	$3.00	Same
60,000-99,999 sq. ft.	$3.00	Same	$3.00	Down 5%
40,000-59,999 sq. ft.	$3.00	Down 10%	$3.00	Down 10%
20,000-39,999 sq. ft.	$3.00	Down 15%	$3.00	Down 10%
5,000-19,999 sq. ft.	$3.25	Down 15%	$3.25	Down 10%
Less than 5,000 sq. ft.	$3.75	Down 10%	$3.75	Same
Detroit				
100,000 or more sq. ft.	$0.60-2.00	Down 10%-Same	$1.50-3.75	Same
60,000-99,999 sq. ft.	$0.90-2.25	Down 10%-Same	$1.75-3.75	Same
40,000-59,999 sq. ft.	$1.00-2.50	Down 10%-Same	$2.00-4.50	Same
20,000-39,999 sq. ft.	$1.35-2.50	Down 10%-Same	$2.50-4.50	Same-Up 10%
5,000-19,999 sq. ft.	$1.50-2.75	Down 10%-Same	$3.50-4.75	Same-Up 10%
Less than 5,000 sq. ft.	$1.75-3.00	Down 10%-Same	$3.80-5.00	Same-Up 10%

EXHIBIT 33
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL - Continued

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Grand Rapids				
100,000 or more sq. ft.	-	-	$2.00-2.60	Same
60,000-99,999 sq. ft.	-	-	$2.00-2.60	Same
40,000-59,999 sq. ft.	-	-	$2.80-3.20	Same
20,000-39,999 sq. ft.	-	-	$2.80-3.20	Same
5,000-19,999 sq. ft.	-	-	$3.10-3.80	Same
Less than 5,000 sq. ft.	-	-	$3.10-3.80	Same
Indianapolis				
100,000 or more sq. ft.	-	-	$2.40	Same
60,000-99,999 sq. ft.	-	-	$2.50	Same
40,000-59,999 sq. ft.	-	-	$2.65	Same
20,000-39,999 sq. ft.	-	-	$2.85	Same
5,000-19,999 sq. ft.	-	-	$3.25	Up 5%
Less than 5,000 sq. ft.	-	-	$3.85	Up 5%
Kansas City				
100,000 or more sq. ft.	$2.10	Same	$1.25-2.25	Same
60,000-99,999 sq. ft.	-	-	$2.00-2.50	Same
40,000-59,999 sq. ft.	$1.50	Same	$2.25-2.50	Same
20,000-39,999 sq. ft.	$1.60-2.50	Same	$2.25-2.65	Same
5,000-19,999 sq. ft.	$1.85-3.25	Same	$2.40-3.50	Same
Less than 5,000 sq. ft.	$2.25-2.75	Same	$0.04-5.25	Up 5-10%
Milwaukee				
100,000 or more sq. ft.	$2.50	Same	$1.75-3.00	Same-Up 10%
60,000-99,999 sq. ft.	$2.50	Same	$2.00-3.00	Same-Up 10%
40,000-59,999 sq. ft.	$2.50	Same	$2.25-3.25	Same-Up 10%
20,000-39,999 sq. ft.	$2.50-3.00	Same-Up 10%	$2.25-3.50	Same-Up 10%
5,000-19,999 sq. ft.	$2.40-3.50	Same-Up 10%	$2.25-4.00	Same-Up 10%
Less than 5,000 sq. ft.	$4.00	Up 10%	$2.25-4.50	Same-Up 10%

EXHIBIT 33
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL - Continued

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Minneapolis				
100,000 or more sq. ft.	$2.55	Same	$2.60	Same
60,000-99,999 sq. ft.	$2.65	Same	$2.75	Same
40,000-59,999 sq. ft.	$2.70	Same	$2.95	Same
20,000-39,999 sq. ft.	$2.90	Same	$3.00	Same
5,000-19,999 sq. ft.	$3.10	Same	$3.25	Same
Less than 5,000 sq. ft.	$3.35	Same	$3.50	Same
St. Louis				
100,000 or more sq. ft.	$1.50-2.40	Same-Up 10%	$1.60-2.75	Mixed
60,000-99,999 sq. ft.	$1.50-2.50	Same-Up 10%	$2.50-3.00	Mixed
40,000-59,999 sq. ft.	$1.80-2.60	Same-Up 10%	$2.50-3.00	Same-Up 10%
20,000-39,999 sq. ft.	$2.50-3.00	Same-Up 10%	$2.85-3.25	Same-Up 10%
5,000-19,999 sq. ft.	$2.75-3.50	Same-Up 10%	$2.50-3.50	Same-Up 10%
Less than 5,000 sq. ft.	$3.00	Same-Up 10%	$3.50-3.75	Same-Up 10%
Terre Haute				
100,000 or more sq. ft.	$1.85	Up 10%	$1.85	Up 10%
60,000-99,999 sq. ft.	$1.90	Up 10%	$1.90	Up 10%
40,000-59,999 sq. ft.	$2.00	Up 10%	$2.00	Up 10%
20,000-39,999 sq. ft.	$2.10	Up 10%	$2.10	Up 10%
5,000-19,999 sq. ft.	$2.40	Up 10%	$2.40	Up 10%
Less than 5,000 sq. ft.	$2.60	Up 10%	$2.60	Up 10%
Wichita				
100,000 or more sq. ft.	-	-	-	-
60,000-99,999 sq. ft.	-	-	-	-
40,000-59,999 sq. ft.	-	-	-	-
20,000-39,999 sq. ft.	$2.20	Down 5%	$2.20	Down 5%
5,000-19,999 sq. ft.	$2.35	Down 5%	$2.35	Down 5%
Less than 5,000 sq. ft.	$3.00	Same	$3.00	Same

New Construction Down

With flat prices it is not surprising that construction of new facilities is lagging. The rate of new construction compared to last year was down across the region with very few mixed reports. Only Indianapolis and Kansas City reported construction as unchanged from a year ago in all three categories.

EXHIBIT 34
RATE OF NEW CONSTRUCTION COMPARED TO A YEAR AGO
IN THE NORTH CENTRAL

	Manufacturing	Warehousing/ Distribution	Research and Development
Akron	Down Substantially	Down Substantially	Down Substantially
Chicago	Down Moderately	Down Moderately	Down Moderately
Cincinnati	Down Moderately-Substantially	Down Moderately	Down Moderately
Cleveland	Down Moderately	Down Moderately-Substantially	Down Moderately
Columbus	Same	Down Moderately	Down Substantially
Des Moines	Down Moderately	Down Moderately	Down Moderately
Detroit	Same-Down Substantially	Same-Down Substantially	Mixed
Grand Rapids	Down Substantially	Down Substantially	Down Substantially
Indianapolis	Same	Same	Same
Kansas City	Same	Same	Same
Milwaukee	Down Moderately-Substantially	Mixed	Down Moderately-Substantially
Minneapolis	Down Substantially	Down Moderately	Down Moderately
St. Louis	Same-Down Moderately	Mixed	Same-Down Substantially
Terre Haute	Down Substantially	Down Substantially	Down Substantially
Wichita	Same	Down Moderately	Same

Construction Cost Stable

Construction costs for the North Central region were reported as being fairly stable. Cost per square foot ranged from $10.00 in Grand Rapids for large buildings to $38.00 in Cleveland for smaller buildings. Only Chicago had reports of down to same for construction of all size buildings.

EXHIBIT 35
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL

	Cost Per Square Foot	Change From a Year Ago
Akron		
100,000 or more sq. ft.	$15.00	Same
60,000-99,999 sq. ft.	$16.00	Same
40,000-59,999 sq. ft.	$17.00	Same
20,000-39,999 sq. ft.	$20.00	Same
5,000-19,999 sq. ft.	$24.00	Same
Less than 5,000 sq. ft.	$28.00	Same
Chicago		
100,000 or more sq. ft.	$15.00-16.00	Down 10%-Same
60,000-99,999 sq. ft.	$17.00	Down 10%-Same
40,000-59,999 sq. ft.	$18.00-20.00	Down 10%-Same
20,000-39,999 sq. ft.	$20.00-24.00	Down 10%-Same
5,000-19,999 sq. ft.	$23.00-26.00	Down 10%-Same
Less than 5,000 sq. ft.	$27.00-31.00	Down 10%-Same
Cincinnati		
100,000 or more sq. ft.	$20.00-23.00	Same
60,000-99,999 sq. ft.	$20.00-23.00	Same
40,000-59,999 sq. ft.	$22.00-23.00	Same
20,000-39,999 sq. ft.	$24.00-25.00	Same
5,000-19,999 sq. ft.	$25.00-26.00	Same
Less than 5,000 sq. ft.	$32.00-35.00	Same
Cleveland		
100,000 or more sq. ft.	$23.00-25.00	Same-Up 10%
60,000-99,999 sq. ft.	$26.00-27.00	Same-Up 10%
40,000-59,999 sq. ft.	$27.00-29.00	Same-Up 10%
20,000-39,999 sq. ft.	$30.00	Same-Up 10%
5,000-19,999 sq. ft.	$32.00-34.00	Same-Up 10%
Less than 5,000 sq. ft.	$36.00-38.00	Same-Up 10%
Columbus		
100,000 or more sq. ft.	$22.00	Same
60,000-99,999 sq. ft.	$22.00	Same
40,000-59,999 sq. ft.	$24.00	Same
20,000-39,999 sq. ft.	$27.00	Same
5,000-19,999 sq. ft.	$28.00	Same
Less than 5,000 sq. ft.	$25.00	Same

EXHIBIT 35
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL - Continued

	Cost Per Square Foot	Change From a Year Ago
Des Moines		
100,000 or more sq. ft.	$16.00	Same
60,000-99,999 sq. ft.	$16.00	Down 5%
40,000-59,999 sq. ft.	$16.00	Down 10%
20,000-39,999 sq. ft.	$18.00	Same
5,000-19,999 sq. ft.	$20.00	Same
Less than 5,000 sq. ft.	$20.00	Same
Detroit		
100,000 or more sq. ft.	$15.00-23.00	Same-Up 10%
60,000-99,999 sq. ft.	$15.00-23.00	Same-Up 10%
40,000-59,999 sq. ft.	$18.00-24.00	Same-Up 10%
20,000-39,999 sq. ft.	$20.00-25.00	Same-Up 10%
5,000-19,999 sq. ft.	$24.00-27.00	Same-Up 10%
Less than 5,000 sq. ft.	$29.00-30.00	Same-Up 5%
Grand Rapids		
100,000 or more sq. ft.	$10.00	Same
60,000-99,999 sq. ft.	$13.00	Same
40,000-59,999 sq. ft.	$17.00	Same
20,000-39,999 sq. ft.	$17.00	Same
5,000-19,999 sq. ft.	$19.00	Same
Less than 5,000 sq. ft.	$23.00	Same
Indianapolis		
100,000 or more sq. ft.	$18.00	Up 5%
60,000-99,999 sq. ft.	$18.00	Up 5%
40,000-59,999 sq. ft.	$19.00	Up 5%
20,000-39,999 sq. ft.	$20.00	Up 5%
5,000-19,999 sq. ft.	$22.00	Up 5%
Less than 5,000 sq. ft.	$25.00	Up 5%
Kansas City		
100,000 or more sq. ft.	$15.00	Same
60,000-99,999 sq. ft.	$16.00-17.00	Same
40,000-59,999 sq. ft.	$18.00-21.00	Same
20,000-39,999 sq. ft.	$21.00-24.00	Same-Up 5%
5,000-19,999 sq. ft.	$28.00	Up 5%
Less than 5,000 sq. ft.	$32.00	Up 5%

EXHIBIT 35
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL - Continued

	Cost Per Square Foot	Change From a Year Ago
Milwaukee		
100,000 or more sq. ft.	$15.00-21.00	Same-Up 10%
60,000-99,999 sq. ft.	$16.00-21.00	Same-Up 10%
40,000-59,999 sq. ft.	$17.00-23.00	Same-Up 10%
20,000-39,999 sq. ft.	$18.00-23.00	Same-Up 10%
5,000-19,999 sq. ft.	$22.00-26.00	Up 10%
Less than 5,000 sq. ft.	$25.00-30.00	Up 10%
Minneapolis		
100,000 or more sq. ft.	$18.00	Same
60,000-99,999 sq. ft.	$19.00	Same
40,000-59,999 sq. ft.	$22.00	Up 10%
20,000-39,999 sq. ft.	$25.00	Up 10%
5,000-19,999 sq. ft.	$27.00	Up 10%
Less than 5,000 sq. ft.	$35.00	Up 10%
St. Louis		
100,000 or more sq. ft.	$16.00-18.00	Mixed
60,000-99,999 sq. ft.	$16.00-18.00	Mixed
40,000-59,999 sq. ft.	$18.00	Mixed
20,000-39,999 sq. ft.	$20.00	Mixed
5,000-19,999 sq. ft.	$20.00-23.00	Mixed
Less than 5,000 sq. ft.	$22.00-25.00	Mixed
Terre Haute		
100,000 or more sq. ft.	$22.00	Up 10%
60,000-99,999 sq. ft.	$22.00	Up 10%
40,000-59,999 sq. ft.	$24.00	Up 10%
20,000-39,999 sq. ft.	$25.00	Up 10%
5,000-19,999 sq. ft.	$27.00	Up 10%
Less than 5,000 sq. ft.	$30.00	Up 10%
Wichita		
100,000 or more sq. ft.	$17.00	Same
60,000-99,999 sq. ft.	$20.00	Same
40,000-59,999 sq. ft.	$20.00	Same
20,000-39,999 sq. ft.	$21.00	Same
5,000-19,999 sq. ft.	$21.00	Same
Less than 5,000 sq. ft.	$22.00	Same

Most Areas Report Oversupply

The vacancy situation in the North Central can be characterized as a general oversupply of buildings. Some cities reported a substantial oversupply for all size structures while others reported a scattering of shortages. As would be expected, the shelf life in the region also covered a wide range with reports varying from two months for smaller buildings to 24 months for the largest buildings.

EXHIBIT 36
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE NORTH CENTRAL

	Vacancy Situation	Average Shelf Life (Months)
Akron		
100,000 or more sq. ft.	Moderate Oversupply	18
60,000-99,999 sq. ft.	Balanced Market	15
40,000-59,999 sq. ft.	Balanced Market	12
20,000-39,999 sq. ft.	Moderate Shortage	6
5,000-19,999 sq. ft.	Substantial Shortage	6
Less than 5,000 sq. ft.	Substantial Shortage	6
Chicago		
100,000 or more sq. ft.	Moderate-Substantial Oversupply	12-24
60,000-99,999 sq. ft.	Moderate Oversupply	12-18
40,000-59,999 sq. ft.	Moderate Oversupply	12-18
20,000-39,999 sq. ft.	Moderate-Substantial Oversupply	12-18
5,000-19,999 sq. ft.	Balanced Market-Substantial Oversupply	8-18
Less than 5,000 sq. ft.	Balanced Market-Moderate Oversupply	6-12
Cincinnati		
100,000 or more sq. ft.	Substantial Oversupply	18-24
60,000-99,999 sq. ft.	Substantial Oversupply	18-24
40,000-59,999 sq. ft.	Substantial Oversupply	18-21
20,000-39,999 sq. ft.	Substantial Oversupply	18-21
5,000-19,999 sq. ft.	Substantial Oversupply	18-21
Less than 5,000 sq. ft.	Substantial Oversupply	18-21

EXHIBIT 36
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE NORTH CENTRAL - Continued

	Vacancy Situation	Average Shelf Life (Months)
Cleveland		
100,000 or more sq. ft.	Mixed	8-18
60,000-99,999 sq. ft.	Mixed	8-18
40,000-59,999 sq. ft.	Mixed	8-12
20,000-39,999 sq. ft.	Mixed	6-12
5,000-19,999 sq. ft.	Mixed	4-8
Less than 5,000 sq. ft.	Balanced Market-Moderate Shortage	4-8
Columbus		
100,000 or more sq. ft.	Moderate Oversupply	18
60,000-99,999 sq. ft.	Moderate Oversupply	18
40,000-59,999 sq. ft.	Balanced Market	7
20,000-39,999 sq. ft.	Balanced Market	7
5,000-19,999 sq. ft.	Moderate Shortage	2
Less than 5,000 sq. ft.	Moderate Shortage	2
Des Moines		
100,000 or more sq. ft.	Moderate Oversupply	12
60,000-99,999 sq. ft.	Moderate Oversupply	12
40,000-59,999 sq. ft.	Moderate Shortage	6
20,000-39,999 sq. ft.	Moderate Shortage	6
5,000-19,999 sq. ft.	Moderate Shortage	2
Less than 5,000 sq. ft.	-	2
Detroit		
100,000 or more sq. ft.	Mixed	12-24
60,000-99,999 sq. ft.	Mixed	12-18
40,000-59,999 sq. ft.	Mixed	9-18
20,000-39,999 sq. ft.	Balanced Market-Substantial Oversupply	6-18
5,000-19,999 sq. ft.	Balanced Market-Substantial Oversupply	4-9
Less than 5,000 sq. ft.	Mixed	2-6

EXHIBIT 36
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE NORTH CENTRAL - Continued

	Vacancy Situation	Average Shelf Life (Months)
Grand Rapids		
100,000 or more sq. ft.	Substantial Shortage	8
60,000-99,999 sq. ft.	Substantial Shortage	8
40,000-59,999 sq. ft.	-	8
20,000-39,999 sq. ft.	-	8
5,000-19,999 sq. ft.	-	6
Less than 5,000 sq. ft.	-	3
Indianapolis		
100,000 or more sq. ft.	Balanced Market	-
60,000-99,999 sq. ft.	Balanced Market	-
40,000-59,999 sq. ft.	Balanced Market	-
20,000-39,999 sq. ft.	Substantial Shortage	-
5,000-19,999 sq. ft.	Substantial Shortage	-
Less than 5,000 sq. ft.	Moderate Shortage	-
Kansas City		
100,000 or more sq. ft.	Moderate Oversupply	8-18
60,000-99,999 sq. ft.	Moderate Oversupply	8-18
40,000-59,999 sq. ft.	Balanced Market-Moderate Oversupply	8-18
20,000-39,999 sq. ft.	Moderate Oversupply	8-18
5,000-19,999 sq. ft.	Balanced Market	5-8
Less than 5,000 sq. ft.	Moderate Shortage	5-6
Milwaukee		
100,000 or more sq. ft.	Balanced Market-Moderate Oversupply	4-12
60,000-99,999 sq. ft.	Moderate Oversupply	7-12
40,000-59,999 sq. ft.	Moderate-Substantial Oversupply	7-18
20,000-39,999 sq. ft.	Balanced Market-Moderate Oversupply	4-10
5,000-19,999 sq. ft.	Mixed	3-6
Less than 5,000 sq. ft.	Balanced Market-Moderate Shortage	2-3

EXHIBIT 36
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE NORTH CENTRAL - Continued

	Vacancy Situation	Average Shelf Life (Months)
Minneapolis		
100,000 or more sq. ft.	Substantial Oversupply	21
60,000-99,999 sq. ft.	Substantial Oversupply	12
40,000-59,999 sq. ft.	Moderate Oversupply	12
20,000-39,999 sq. ft.	Moderate Oversupply	9
5,000-19,999 sq. ft.	Moderate Oversupply	6
Less than 5,000 sq. ft.	Balanced Market	3
St. Louis		
100,000 or more sq. ft.	Balanced Market-Moderate Oversupply	8-9
60,000-99,999 sq. ft.	Balanced Market-Moderate Oversupply	7-8
40,000-59,999 sq. ft.	Balanced Market-Moderate Oversupply	6-8
20,000-39,999 sq. ft.	Balanced Market	5-6
5,000-19,999 sq. ft.	Balanced Market-Moderate Shortage	3-5
Less than 5,000 sq. ft.	Balanced Market-Moderate Shortage	3-5
Terre Haute		
100,000 or more sq. ft.	Moderate Oversupply	-
60,000-99,999 sq. ft.	Moderate Oversupply	-
40,000-59,999 sq. ft.	Moderate Oversupply	5
20,000-39,999 sq. ft.	Moderate Oversupply	5
5,000-19,999 sq. ft.	Moderate Oversupply	4
Less than 5,000 sq. ft.	Moderate Oversupply	-
Wichita		
100,000 or more sq. ft.	Balanced Market	6
60,000-99,999 sq. ft.	Moderate Shortage	2
40,000-59,999 sq. ft.	Moderate Shortage	2
20,000-39,999 sq. ft.	Moderate Shortage	2
5,000-19,999 sq. ft.	Moderate Shortage	2
Less than 5,000 sq. ft.	Balanced Market	3

Most Absorption in Warehousing and Distribution

What absorption is taking place in the North Central is mostly in warehousing and distribution activity. This activity was claiming a majority of space in all areas. The vast majority of properties absorbed were also reported as being located inside industrial parks in most cities in the region. However, Akron, Des Moines, and Terre Haute reported very high percentages of activity outside industrial parks.

EXHIBIT 37
COMPOSITION OF ABSORPTION
IN THE NORTH CENTRAL

	Industry			Inside/Outside Industrial Park	
	Warehousing/ Distribution	Manufacturing	Research and Development	Inside	Outside
Akron	75%	20%	5%	20%	80%
Chicago	60-65%	20-30%	3-20%	75-80%	20-25%
Cincinnati	90-100%	0-10%	0%	75-80%	20-25%
Cleveland	80%	10%	10%	60%	40%
Columbus	95%	5%	0%	45%	55%
Des Moines	80%	10%	10%	10%	90%
Detroit	10-80%	20-80%	10-20%	40-90%	10-60%
Grand Rapids	50%	45%	5%	50%	50%
Indianapolis	90%	9%	1%	65%	35%
Kansas City	60-70%	25-30%	5-10%	50-60%	40-50%
Milwaukee	50-60%	40-50%	0%	40-60%	40-60%
Minneapolis	75%	10%	15%	-	-
St. Louis	75-95%	0-20%	5-15%	45-80%	20-55%
Terre Haute	60%	40%	-	-	100%
Wichita	100%	0%	0%	90%	10%

North Central Money Supply Moderate to Tight

Money in most North Central region cities was usually described as moderate or tight with a few areas reporting an ample supply. Sellers were the primary source of money in most areas with industrial revenue bonds and insurance companies other prominent sources. Interest rates ranged from 12 to 15 percent depending on the source.

EXHIBIT 38
MORTGAGE FINANCING FOR INDUSTRIAL PROPERTIES
IN THE NORTH CENTRAL

	Most Important Source	Most Prevalent Interest Rate	Money Supply Availability
Akron	Ind. Rev. Bonds	*	Tight
Chicago	Owner Financing	12.0%	Moderate
Cincinnati	Owner Financing	12.0-15.0%	Tight
Cleveland	Ind. Rev. Bonds	13.0-15.0%	Ample-Tight
Columbus	Owner Financing	13.0-15.0%	Tight
Des Moines	Insurance Co.	14.5%	Moderate
Detroit	Owner Financing-Other	11.0-14.0%	Moderate-Tight
Grand Rapids	Owner Financing	12.0-15.0%	Moderate
Indianapolis	Owner Financing	12.5%	Moderate
Kansas City	Ind. Rev. Bonds	13.0-15.0%	Tight
Milwaukee	Ind. Rev. Bonds-Owner Financing	**	Ample-Tight
Minneapolis	Ind. Rev. Bonds	12.0-13.0%	Ample
St. Louis	Ind. Rev. Bonds	12.0-14.0%	Ample-Tight
Terre Haute	Ind. Rev. Bonds	10.5%	-
Wichita	Owner Financing	10.0-13.0%	Tight

* 70% of prime
** prime

Outlook in North Central Mixed

The outlook over the next 12 months for most indicators in the North Central region is very mixed. The dollar volume of sales and leases is expected to increase by as much as 25 percent in some areas and fall as much as 50 percent in other areas. The outlooks for sales and lease prices also show extreme variation. Construction cost expectations are more consistent with most reports in the five to ten percent increase range. Absorption is expected to remain constant in most areas although there is a bit of variation.

EXHIBIT 39
OUTLOOK FOR INDUSTRIAL REAL ESTATE ACTIVITY FOR NEXT 12 MONTHS
IN THE NORTH CENTRAL

	Prices		Dollar Volume		Construction	
	Sales	Leases	Sales	Leases	Costs	Absorption
Akron	Down 5%	Down 5%	Up 10%	Up 10%	Up 10%	Same
Chicago	Same	Same	Mixed	Mixed	Same	Down 20%-Same
Cincinnati	Down 15-20%	Down 15-20%	Down 40-50%	Down 40-50%	Down 10%-Same	Down 40-50%
Cleveland	Same-Up 10%	Up 10%	Mixed	Up 10%	Up 10%	Same-Up 10%
Columbus	Same	Same	Same	Up 10%	Same	Up 10%
Des Moines	Same	Down 5%	Down 25%	Down 15%	Same	Same
Detroit	Same-Up 30%	Mixed	Same-Up 10%	Same-Up 20%	Up 5-10%	Same
Grand Rapids	Up 10%	Up 10%	Up 10%	Up 10%	Up 10%	Same
Indianapolis	Same	Up 5%	Up 5%	Up 5%	Up 5%	Up 5%
Kansas City	Up 5%	Up 5%	Same	Same-Up 5%	Up 5-10%	Same-Up 10%
Milwaukee	Mixed	Same-Up 10%	Mixed	Same-Up 15%	Same-Up 10%	Down 10%-Same
Minneapolis	Same	Same	Up 15%	Up 25%	Up 10%	Up 35%
St. Louis	Same-Up 15%	Up 10-15%	Same-Up 25%	Same-Up 25%	Up 5-10%	Same-Up 40%
Terre Haute	Down 10%	Same	Down 25%	Same	Up 10%	Down 10%
Wichita	Up 5%	Down 5%	Same	Same	Down 5%	Same

Western Region

WESTERN REGION

Dollar Volume in West Down or Stable

Nine Western metropolitan areas were included in the Fall, 1981 survey as follows: Albuquerque, Denver, Los Angeles, Oakland, Phoenix, Portland, Reno, San Francisco, and Seattle. Panelists from these areas report that the dollar volume of sales and leases compared to a year ago are, for the most part, the same or continuing to decrease as reported last Spring. Only Phoenix, San Francisco and Seattle experienced any increases in dollar volume. Other areas reported volume down as much as 50 percent (Reno).

EXHIBIT 40
DOLLAR VOLUME OF SALES AND LEASES COMPARED TO
A YEAR AGO IN THE WEST

	Manufacturing		Warehousing/ Distribution		Research and Development	
	Sales	Leases	Sales	Leases	Sales	Leases
Albuquerque	Same	Same	Same	Down 10%	Same	Same
Denver	Down 10%-Same	Down 10% -Same	Down 10%-Same	Down 10%-Same	Mixed	Mixed
Los Angeles	Mixed	Mixed	Mixed	Mixed	Down 10% -Same	Mixed
Oakland	Down 10%	Down 10%	Down 10%	Down 10%	Down 10%	Down 10%
Phoenix	Same	Same	Down 10%	Down 10%	Up 20%	Same
Portland	Mixed	Down 15% -Same	Down 20%-Same	Down 15%-Same	Same	Same
Reno	Down 50%	Down 50%	Down 50%	Down 50%	Down 50%	Down 50%
San Francisco	Up 25%	-	Up 25%	-	Up 25%	-
Seattle	Up 20%	Same	Up 20%	Same	Same	Same

Prices Show Variation

The sales prices of prime industrial buildings in the West continue to span a wide range, from $17.00 a square foot in central Oakland and Reno for large buildings to $70.00 a square foot in suburban Los Angeles for the smallest buildings. Prices for all sizes of central city and suburban buildings were reported as unchanged or up five to 30 percent with one exception -- prices in Reno were down about five percent across the size categories.

EXHIBIT 41
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE WEST

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Albuquerque				
100,000 or more sq. ft.	$25.00	Same	$25.00	-
60,000-99,999 sq. ft.	$25.00	Same	$25.00	-
40,000-59,999 sq. ft.	$25.00	Same	$25.00	-
20,000-39,999 sq. ft.	$27.00	Up 10%	$27.00	Up 10%
5,000-19,999 sq. ft.	$30.00	Up 10%	$30.00	Up 10%
Less than 5,000 sq. ft.	$33.00	Up 10%	$33.00	Up 10%
Denver				
100,000 or more sq. ft.	$19.00-23.00	Same-Up 15%	$20.00-23.00	Same-Up 15%
60,000-99,999 sq. ft.	$20.00-27.00	Same-Up 10%	$22.00-35.00	Same-Up 10%
40,000-59,999 sq. ft.	$20.00-25.00	Same-Up 10%	$24.00-38.00	Same-Up 5%
20,000-39,999 sq. ft.	$20.00-28.00	Same-Up 10%	$26.00-34.00	Same-Up 5%
5,000-19,999 sq. ft.	$25.00-35.00	Same-Up 5%	$28.00-38.00	Same-Up 5%
Less than 5,000 sq. ft.	$35.00-36.00	Up 10-15%	$35.00-40.00	Up 5-15%
Los Angeles				
100,000 or more sq. ft.	$28.00-35.00	Up 10%	$30.00-33.00	Same-Up 25%
60,000-99,999 sq. ft.	$30.00-37.00	Up 10%	$35.00-40.00	Same-Up 25%
40,000-59,999 sq. ft.	$30.00-37.00	Up 15%	$40.00-45.00	Up 10-25%
20,000-39,999 sq. ft.	$37.00-40.00	Up 15%	$42.00-50.00	Up 10-25%
5,000-19,999 sq. ft.	$45.00-60.00	Up 15%	$45.00-70.00	Up 10-25%
Less than 5,000 sq. ft.	$50.00-60.00	Up 20%	$55.00-70.00	Up 10-30%

EXHIBIT 41
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE WEST - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Oakland				
100,000 or more sq. ft.	$17.00	Up 5%	$16.00	Same
60,000-99,999 sq. ft.	$18.00	Up 10%	$18.00	Up 10%
40,000-59,999 sq. ft.	$21.00	Up 15%	$21.00	Up 15%
20,000-39,999 sq. ft.	$37.00	Same	$38.00	Up 20%
5,000-19,999 sq. ft.	$43.00	Same	$42.00	Up 10%
Less than 5,000 sq. ft.	$48.00	Same	$45.00	Up 5%
Phoenix				
100,000 or more sq. ft.	$22.00	Same	$25.00	Same
60,000-99,999 sq. ft.	$25.00	Same	$25.00	Same
40,000-59,999 sq. ft.	$26.00	Same	$26.00	Same
20,000-39,999 sq. ft.	$28.00	Same	$30.00	Same
5,000-19,999 sq. ft.	$34.00	Same	$35.00	Same
Less than 5,000 sq. ft.	$42.00	Same	$45.00	Same
Portland				
100,000 or more sq. ft.	$18.00-20.00	Down 5%-Same	$20.00	Same
60,000-99,999 sq. ft.	$20.00-25.00	Same	$20.00-25.00	Same
40,000-59,999 sq. ft.	$24.00-30.00	Same	$23.00-25.00	Same
20,000-39,999 sq. ft.	$24.00-35.00	Same	$23.00-30.00	Same
5,000-19,999 sq. ft.	$30.00-35.00	Same	$25.00-34.00	Same
Less than 5,000 sq. ft.	$30.00-35.00	Same	$30.00-35.00	Same-Up 10%
Reno				
100,000 or more sq. ft.	$20.00	Down 5%	$17.00	Down 5%
60,000-99,999 sq. ft.	$21.00	Down 5%	$18.00	Down 5%
40,000-59,999 sq. ft.	$23.00	Down 5%	$19.00	Down 5%
20,000-39,999 sq. ft.	$27.00	Down 5%	$22.00	Down 5%
5,000-19,999 sq. ft.	$32.00	Down 5%	$27.00	Down 5%
Less than 5,000 sq. ft.	$39.00	Down 5%	$33.00	Down 5%

EXHIBIT 41
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE WEST - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
San Francisco				
100,000 or more sq. ft.	$35.00	Up 25%	$30.00	Up 25%
60,000-99,999 sq. ft.	$35.00	Up 25%	-	-
40,000-59,999 sq. ft.	$35.00	Up 25%	-	-
20,000-39,999 sq. ft.	$40.00	Up 25%	-	-
5,000-19,999 sq. ft.	$45.00	Up 25%	-	-
Less than 5,000 sq. ft.	$50.00	Up 25%	-	-
Seattle				
100,000 or more sq. ft.	-	-	$30.00	Up 15%
60,000-99,999 sq. ft.	-	-	$30.00	Up 15%
40,000-59,999 sq. ft.	$32.00	Up 5%	$32.00	Up 5%
20,000-39,999 sq. ft.	$37.00	Up 5%	$38.00	Same
5,000-19,999 sq. ft.	$42.00	Up 5%	$40.00	Same
Less than 5,000 sq. ft.	$50.00	Same	$45.00	Same

Most Industrial Site Prices Up

The price of prime industrial sites increased in most areas although there were numerous reports of stable prices. Increses ranged from five to 60 percent in suburban Oakland. Reno, alone, was reported as having had prices decline (from five to 50 percent) for all size sites.

EXHIBIT 42
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE WEST

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Albuquerque				
Improved				
Less than 2 acres	$2.00	Up 10%	$0.75	Same
2-5 acres	$1.60	Up 10%	$0.70	Same
6-9 acres	$1.50	Up 10%	$0.70	Same
10 or more acres	$1.25	Up 10%	$0.50	Same
Unimproved				
Less than 10 acres	$1.00	Same	$0.70	Same
10-99 acres	$0.85	Same	$0.50	Same
100 or more acres	$0.75	Same	$0.35	Same
Denver				
Improved				
Less than 2 acres	$2.75-4.00	Same-Up 5%	$2.00-6.00	Same-Up 10%
2-5 acres	$2.30-3.00	Same-Up 10%	$1.75-4.00	Same-Up 10%
6-9 acres	$2.20-2.50	Up 5-10%	$2.00	Same
10 or more acres	$1.95-2.00	Up 5%	$1.90-2.00	Same
Unimproved				
Less than 10 acres	$1.50-2.00	Same	$0.85-1.50	Same-Up 10%
10-99 acres	$1.75	Same	$0.50-1.25	Same-Up 10%
100 or more acres	$1.25	Same	$0.30-0.50	Up 20%
Los Angeles				
Improved				
Less than 2 acres	$8.50	Up 5%	$8.00-14.00	Up 20-30%
2-5 acres	$7.50	Up 5%	$7.00-12.00	Up 20-30%
6-9 acres	$7.50	Up 5%	$6.00-12.00	Up 20-30%
10 or more acres	$6.00	Up 5%	$5.00-10.00	Up 20-30%
Unimproved				
Less than 10 acres	$6.00	Up 5%	$3.00-7.00	Up 15%
10-99 acres	$6.00	Up 5%	$5.00	Up 15%
100 or more acres	$6.00	Up 5%	-	-

EXHIBIT 42
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE WEST - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Oakland				
Improved				
Less than 2 acres	$5.00	Up 40%	$3.50	Up 15%
2-5 acres	$4.00	Up 15%	$3.25	Up 20%
6-9 acres	$3.50	Up 15%	$2.75	Up 20%
10 or more acres	$3.00	Same	$2.50	Up 40%
Unimproved				
Less than 10 acres	-	-	$2.25	Up 50%
10-99 acres	-	-	$2.00	Up 60%
100 or more acres	-	-	$1.75	Up 40%
Phoenix				
Improved				
Less than 2 acres	$3.50	Up 15%	$3.00	Up 10%
2-5 acres	$3.50	Up 15%	$3.00	Up 10%
6-9 acres	$3.00	Up 15%	$2.25	Up 20%
10 or more acres	$2.50	Up 10%	$2.25	Up 5%
Unimproved				
Less than 10 acres	$2.00	Up 25%	$2.00	Up 15%
10-99 acres	$1.50	Up 35%	$1.25	Up 30%
100 or more acres	-	-	$0.75	Up 20%
Portland				
Improved				
Less than 2 acres	$5.00-8.00	Same	$3.00-4.00	Same-Up 15%
2-5 acres	$2.50-5.00	Same	$1.50-3.00	Same-Up 5%
6-9 acres	$2.00-4.00	Same-Up 5%	$1.00-2.00	Same
10 or more acres	$2.00-3.00	Same-Up 5%	$1.00-2.00	Same-Up 30%
Unimproved				
Less than 10 acres	-	-	$1.25-1.50	Same-Up 15%
10-99 acres	$1.25-1.50	Same	$0.75-1.50	Same-Up 25%
100 or more acres	-	-	$1.00	Same-Up 15%

EXHIBIT 42
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE WEST - Continued

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Reno				
Improved				
Less than 2 acres	$3.80	Down 5%	$1.90	Down 5%
2-5 acres	$3.15	Down 10%	$1.55	Down 10%
6-9 acres	$2.35	Down 15%	$1.15	Down 15%
10 or more acres	$2.00	Down 20%	$0.95	Down 20%
Unimproved				
Less than 10 acres	$2.55	Down 15%	$1.35	Down 15%
10-99 acres	$1.60	Down 30%	$0.85	Down 30%
100 or more acres	$1.00	Down 50%	$0.50	Down 50%
San Francisco				
Improved				
Less than 2 acres	$15.00	Up 10%	$10.00	-
2-5 acres	$10.00	Up 10%	$10.00	-
6-9 acres	$8.00	Up 10%	$7.00	-
10 or more acres	$6.00	Up 10%	$45.00	-
Unimproved				
Less than 10 acres	-	-	$5.00	-
10-99 acres	-	-	-	-
100 or more acres	-	-	-	-
Seattle				
Improved				
Less than 2 acres	$10.00	Same	$4.00	Up 35%
2-5 acres	-	-	$3.50	Up 30%
6-9 acres	-	-	$3.00	Up 20%
10 or more acres	-	-	$3.00	Up 20%
Unimproved				
Less than 10 acres	-	-	$2.50	Same
10-99 acres	-	-	$2.25	Up 20%
100 or more acres	-	-	$1.50	Same

Annual Lease Prices Similar Between Areas

Most of the variation in lease prices in this region were between central city and suburbs or between building size categories. Lease prices of prime industrial buildings in the region's central cities ranged from a high of $5.40 a square foot in Seattle for small buildings to a low of $2.00 a square foot in Portland for large buildings. Suburban lease prices ranged from a high of $5.45 a square foot in Denver for small buildings to a low of $1.84 a square foot in Reno for large size buildings. Prices were generally the same or up from five to 25 percent over the past year. However, Reno reported price declines across all size buildings and Portland and Seattle reported scattered price declines.

EXHIBIT 43
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE WEST

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Albuquerque				
100,000 or more sq. ft.	$2.80	Up 5%	-	Same
60,000-99,999 sq. ft.	$2.80	Up 5%	-	Same
40,000-59,999 sq. ft.	$2.80	Up 5%	-	Same
20,000-39,999 sq. ft.	$3.25	Same	$3.00	Same
5,000-19,999 sq. ft.	$4.25	Up 5%	$3.25	Up 10%
Less than 5,000 sq. ft.	$4.50	Same	$3.50	Up 10%
Denver				
100,000 or more sq. ft.	$2.30-2.90	Same	$2.50-2.90	Same-Up 10%
60,000-99,999 sq. ft.	$2.50-2.95	Same-Up 10%	$2.50-2.95	Same-Up 10%
40,000-59,999 sq. ft.	$2.50-2.95	Same-Up 10%	$2.25-2.95	Same-Up 10%
20,000-39,999 sq. ft.	$2.25-2.95	Same	$2.50-3.00	Same-Up 10%
5,000-19,999 sq. ft.	$2.50-3.25	Same-Up 10%	$2.75-5.45	Same-Up 10%
Less than 5,000 sq. ft.	$3.00-3.60	Same-Up 10%	$3.00-4.50	Same-Up 10%
Los Angeles				
100,000 or more sq. ft.	$2.50-2.80	-	$2.90-3.00	Up 20-30%
60,000-99,999 sq. ft.	$2.50-2.80	-	$3.10-3.30	Up 5-30%
40,000-59,999 sq. ft.	$2.50-3.20	-	$3.25-3.30	Same-Up 30%
20,000-39,999 sq. ft.	$2.60-3.20	-	$3.50-3.60	Same-Up 30%
5,000-19,999 sq. ft.	$3.20-3.40	-	$3.50-4.20	Up 5-30%
Less than 5,000 sq. ft.	-	-	$4.00-4.55	Same-Up 35%

EXHIBIT 43
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE WEST - Continued

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Oakland				
100,000 or more sq. ft.	$3.00	Up 20%	$3.00	Up 5%
60,000-99,999 sq. ft.	$3.00	Up 15%	$3.00	Up 5%
40,000-59,999 sq. ft.	$3.16	Up 20%	$3.16	Same
20,000-39,999 sq. ft.	$3.36	Up 5%	$3.36	Up 5%
5,000-19,999 sq. ft.	$3.43	Up 10%	$3.60	Up 5%
Less than 5,000 sq. ft.	$3.69	Up 5%	$3.84	Up 5%
Phoenix				
100,000 or more sq. ft.	$2.90	Same	$3.10	Same
60,000-99,999 sq. ft.	$3.25	Same	$3.25	Same
40,000-59,999 sq. ft.	$3.25	Same	$3.45	Same
20,000-39,999 sq. ft.	$3.25	Same	$3.85	Up 5%
5,000-19,999 sq. ft.	$3.60	Same	$4.00	Up 5%
Less than 5,000 sq. ft.	$4.00	Same	$4.00	Same
Portland				
100,000 or more sq. ft.	$2.00-2.40	Same	$1.90-2.40	Same
60,000-99,999 sq. ft.	$2.15-2.40	Same-Up 20%	$2.00-2.40	Same-Up 20%
40,000-59,999 sq. ft.	$2.30-2.76	Same-Up 25%	$2.15-2.40	Same-Up 10%
20,000-39,999 sq. ft.	$2.40-3.00	Mixed	$2.30-2.50	Same-Up 5%
5,000-19,999 sq. ft.	$2.60-2.88	Same-Up 20%	$2.40-3.00	Mixed
Less than 5,000 sq. ft.	$2.80-3.30	Down 10%-Same	$2.50-3.60	Same
Reno				
100,000 or more sq. ft.	$2.10	Down 10%	$1.84	Down 10%
60,000-99,999 sq. ft.	$2.25	Down 10%	$1.94	Down 10%
40,000-59,999 sq. ft.	$2.40	Down 5%	$2.04	Down 5%
20,000-39,999 sq. ft.	$2.73	Down 5%	$2.26	Down 5%
5,000-19,999 sq. ft.	$3.09	Down 5%	$2.47	Down 5%
Less than 5,000 sq. ft.	$3.65	Down 5%	$2.85	Down 5%

EXHIBIT 43
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE WEST - Continued

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
San Francisco				
100,000 or more sq. ft.	$3.36	Up 25%	$3.36	Up 25%
60,000-99,999 sq. ft.	$3.36	Up 25%	$3.36	Up 25%
40,000-59,999 sq. ft.	$3.36	Up 25%	$3.36	Up 25%
20,000-39,999 sq. ft.	$3.72	Up 25%	$3.72	Up 25%
5,000-19,999 sq. ft.	$4.20	Up 25%	$4.20	Up 25%
Less than 5,000 sq. ft.	$4.80	Up 25%	$4.80	Up 25%
Seattle				
100,000 or more sq. ft.	$3.60	Same	$3.00	Same
60,000-99,999 sq. ft.	$3.60	Down 5%	$3.25	Same
40,000-59,999 sq. ft.	$3.96	Down 5%	$3.25	Same
20,000-39,999 sq. ft.	$4.06	Down 5%	$3.30	Down 10%
5,000-19,999 sq. ft.	$4.08	Down 5%	$3.60	Down 10%
Less than 5,000 sq. ft.	$5.40	Same	$4.32	Down 10%

New Construction Continues to Lag in Most Areas

Most areas in the Western region report that construction is down. Only four of the cities reported any increases in construction activity for industrial buildings (Albuquerque, Oakland, Phoenix, and Seattle). Of these, only Phoenix had increases in all three categories of activity and Albuquerque reported the same or moderately increased rate for all three categories.

EXHIBIT 44
RATE OF NEW CONSTRUCTION COMPARED TO A YEAR AGO
IN THE WEST

	Manufacturing	Warehousing/ Distribution	Research and Development
Albuquerque	Same	Up Moderately	Same
Denver	Down Moderately-Substantially	Down Moderately-Substantially	Mixed
Los Angeles	Same-Down Substantially	Same-Down Substantially	Mixed
Oakland	Down Substantially	Down Moderately	Up Moderately
Phoenix	Up Moderately	Up Moderately	Up Substantially
Portland	Same-Down Moderately	Same-Down Moderately	Mixed
Reno	Down Substantially	Down Substantially	Down Substantially
San Francisco	Down Substantially	Down Substantially	Down Substantially
Seattle	Down Substantially	Down Substantially	Up Moderately

Construction Cost Continue to Show Modest Increase

Construction costs for prime industrial buildings in the West continued their modest increase. Most reports showed stability or ten percent increases. Costs ranged from $10.00 a square foot in Los Angeles for large buildings to $35.00 a square foot for small buildings in Albuquerque and Seattle.

EXHIBIT 45
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE WEST

	Cost Per Square Foot	Change From a Year Ago
Albuquerque		
100,000 or more sq. ft.	$28.00	Up 10%
60,000-99,999 sq. ft.	$28.00	Up 10%
40,000-59,999 sq. ft.	$28.00	Up 10%
20,000-39,999 sq. ft.	$30.00	Up 10%
5,000-19,999 sq. ft.	$30.00	Up 10%
Less than 5,000 sq. ft.	$35.00	Up 15%

EXHIBIT 45
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE WEST - Continued

	Cost Per Square Foot	Change From a Year Ago
Denver		
100,000 or more sq. ft.	$14.00-18.00	Same-Up 10%
60,000-99,999 sq. ft.	$15.00-19.00	Same-Up 10%
40,000-59,999 sq. ft.	$15.00-19.00	Same-Up 10%
20,000-39,999 sq. ft.	$16.00-19.00	Same-Up 10%
5,000-19,999 sq. ft.	$21.00-22.00	Same-Up 10%
Less than 5,000 sq. ft.	$22.00-32.00	Same-Up 10%
Los Angeles		
100,000 or more sq. ft.	$10.00-16.00	Same-Up 10%
60,000-99,999 sq. ft.	$12.00-18.00	Same-Up 10%
40,000-59,999 sq. ft.	$14.00-20.00	Same-Up 10%
20,000-39,999 sq. ft.	$17.00-22.00	Same-Up 10%
5,000-19,999 sq. ft.	$20.00-25.00	Same-Up 10%
Less than 5,000 sq. ft.	$22.00-30.00	Same-Up 10%
Oakland		
100,000 or more sq. ft.	$18.00	Same
60,000-99,999 sq. ft.	$20.00	Same
40,000-59,999 sq. ft.	$21.00	Same
20,000-39,999 sq. ft.	$23.00	Same
5,000-19,999 sq. ft.	$25.00	Same
Less than 5,000 sq. ft.	$29.00	Same
Phoenix		
100,000 or more sq. ft.	$18.00	Same
60,000-99,999 sq. ft.	$18.00	Same
40,000-59,999 sq. ft.	$19.00	Same
20,000-39,999 sq. ft.	$20.00	Same
5,000-19,999 sq. ft.	$22.00	Same
Less than 5,000 sq. ft.	$27.00	Same

EXHIBIT 45
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE WEST - Continued

	Cost Per Square Foot	Change From a Year Ago
Portland		
100,000 or more sq. ft.	$16.00-20.00	Same
60,000-99,999 sq. ft.	$17.00-20.00	Same
40,000-59,999 sq. ft.	$17.00-20.00	Same
20,000-39,999 sq. ft.	$18.00-20.00	Same
5,000-19,999 sq. ft.	$20.00	Same
Less than 5,000 sq. ft.	$26.00-30.00	Same
Reno		
100,000 or more sq. ft.	$18.00	Up 15%
60,000-99,999 sq. ft.	$19.00	Up 15%
40,000-59,999 sq. ft.	$22.00	Up 15%
20,000-39,999 sq. ft.	$24.00	Up 15%
5,000-19,999 sq. ft.	$28.00	Up 15%
Less than 5,000 sq. ft.	$33.00	Up 15%
San Francisco		
100,000 or more sq. ft.	$17.00	Same
60,000-99,999 sq. ft.	$18.00	Same
40,000-59,999 sq. ft.	$18.00	Same
20,000-39,999 sq. ft.	$20.00	Same
5,000-19,999 sq. ft.	$20.00	Same
Less than 5,000 sq. ft.	$25.00	Same
Seattle		
100,000 or more sq. ft.	$18.00	Up 20%
60,000-99,999 sq. ft.	$18.00	Up 20%
40,000-59,999 sq. ft.	$20.00	Up 20%
20,000-39,999 sq. ft.	$23.00	Up 10%
5,000-19,999 sq. ft.	$30.00	Up 10%
Less than 5,000 sq. ft.	$35.00	Up 10%

Vacancy Situation Mixed

Areas in the West demonstrate a mixed vacancy situation. The only tight market is San Francisco with substantial shortages reported for all size categories. Most other areas reported balanced markets or oversupply situations for a majority of size categories. Shelf life paralleled the vacancy situation varying widely from two to 24 months.

EXHIBIT 46
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE WEST

	Vacancy Situation	Average Shelf Life (Months)
Albuquerque		
100,000 or more sq. ft.	Moderate Oversupply	24
60,000-99,999 sq. ft.	Balanced Market	12
40,000-59,999 sq. ft.	Moderate Oversupply	12
20,000-39,999 sq. ft.	Balanced Market	12
5,000-19,999 sq. ft.	Moderate Oversupply	6
Less than 5,000 sq. ft.	Moderate Oversupply	3
Denver		
100,000 or more sq. ft.	Balanced Market-Substantial Oversupply	5-12
60,000-99,999 sq. ft.	Balanced Market-Substantial Oversupply	8-10
40,000-59,999 sq. ft.	Balanced Market-Substantial Oversupply	5-8
20,000-39,999 sq. ft.	Balanced Market-Moderate Shortage	2-7
5,000-19,999 sq. ft.	Balanced Market-Substantial Oversupply	2-7
Less than 5,000 sq. ft.	Balanced Market-Substantial Oversupply	3-6
Los Angeles		
100,000 or more sq. ft.	Mixed	3-4
60,000-99,999 sq. ft.	Mixed	4-5
40,000-59,999 sq. ft.	Balanced Market-Moderate Oversupply	4-6
20,000-39,999 sq. ft.	Balanced Market-Moderate Oversupply	4-5
5,000-19,999 sq. ft.	Balanced Market-Moderate Oversupply	4-6
Less than 5,000 sq. ft.	Balanced Market-Moderate Oversupply	3-4
Oakland		
100,000 or more sq. ft.	Substantial Shortage	8
60,000-99,999 sq. ft.	Substantial Shortage	8
40,000-59,999 sq. ft.	Balanced Market	8
20,000-39,999 sq. ft.	Balanced Market	8
5,000-19,999 sq. ft.	Balanced Market	12
Less than 5,000 sq. ft.	Moderate Oversupply	12

EXHIBIT 46
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE WEST - Continued

	Vacancy Situation	Average Shelf Life (Months)
Phoenix		
100,000 or more sq. ft.	Moderate Oversupply	12
60,000-99,999 sq. ft.	Moderate Oversupply	12
40,000-59,999 sq. ft.	Balanced Market	12
20,000-39,999 sq. ft.	Moderate Oversupply	12
5,000-19,999 sq. ft.	Moderate Oversupply	12
Less than 5,000 sq. ft.	Moderate Oversupply	12
Portland		
100,000 or more sq. ft.	Mixed	4-10
60,000-99,999 sq. ft.	Balanced Market-Moderate Oversupply	4-6
40,000-59,999 sq. ft.	Moderate Oversupply	4-8
20,000-39,999 sq. ft.	Moderate Oversupply	4-8
5,000-19,999 sq. ft.	Moderate Oversupply	4-10
Less than 5,000 sq. ft.	Moderate Oversupply	3-4
Reno		
100,000 or more sq. ft.	Moderate Shortage	12
60,000-99,999 sq. ft.	Moderate Shortage	10
40,000-59,999 sq. ft.	Balanced Market	8
20,000-39,999 sq. ft.	Balanced Market	6
5,000-19,999 sq. ft.	Moderate Oversupply	4
Less than 5,000 sq. ft.	Moderate Shortage	3
San Francisco		
100,000 or more sq. ft.	Substantial Shortage	2
60,000-99,999 sq. ft.	Substantial Shortage	2
40,000-59,999 sq. ft.	Substantial Shortage	2
20,000-39,999 sq. ft.	Substantial Shortage	2
5,000-19,999 sq. ft.	Substantial Shortage	2
Less than 5,000 sq. ft.	Substantial Shortage	2
Seattle		
100,000 or more sq. ft.	Moderate Shortage	3
60,000-99,999 sq. ft.	Moderate Shortage	3
40,000-59,999 sq. ft.	Balanced Market	4
20,000-39,999 sq. ft.	Balanced Market	4
5,000-19,999 sq. ft.	Moderate Oversupply	6
Less than 5,000 sq. ft.	Moderate Oversupply	6

Absorption Continues in Warehousing/Distribution

Warehousing and distribution absorbed a substantial share of all Western industrial space. Phoenix, however, reported that manufacturing (40 percent) and research and development (30 percent) absorbed about 70 percent of available industrial space. Most areas reported that a majority of available space was located inside industrial parks except Reno where 85 percent of the space was reported to be outside industrial parks.

EXHIBIT 47
COMPOSITION OF ABSORPTION
IN THE WEST

	Industry			Inside/Outside Industrial Park	
	Warehousing/ Distribution	Manufacturing	Research and Development	Inside	Outside
Albuquerque	50%	40%	10%	40%	60%
Denver	60-70%	20-25%	10-15%	70-75%	25-30%
Los Angeles	30-85%	10-45%	5-30%	10-80%	20-90%
Oakland	60%	20%	20%	60%	40%
Phoenix	25%	45%	30%	60%	40%
Portland	50%	40%	10%	30-70%	30-70%
Reno	90%	10%	0%	15%	85%
San Francisco	-	-	-	-	-
Seattle	60%	20%	20%	80%	20%

Insurance Companies and Industrial Revenue Bonds Provide West Financing

Most panelists indicated that industrial revenue bonds and insurance companies were providing the bulk of mortgage money for industrial real estate purchases in the West. Interest rates were around 10 to 15 percent from industrial revenue bonds and 15 to 16 percent from insurance companies. Other sources of primary financing mentioned were sellers and commercial banks. Money was described most frequently at tight.

EXHIBIT 48
MORTGAGE FINANCING FOR INDUSTRIAL PROPERTIES
IN THE WEST

	Most Important Source	Most Prevalent Interest Rate	Money Supply Availability
Albuquerque	Ind. Rev. Bonds	10.0%	Moderate
Denver	Insurance Co.-Ind. Rev. Bonds	14.0-15.0%	Tight
Los Angeles	Insurance Co.-Owner Financing	16.0-16.2%	Tight-Not Available
Oakland	Owner Financing	14.0-16.0%	Tight
Phoenix	Ind. Rev. Bonds	13.0%	Tight
Portland	Insurance Co.-Ind. Rev. Bonds	9.0-16.0%	Tight
Reno	Insurance Co.	16.0%	Tight
San Francisco	-	-	-
Seattle	Owner Financing	13.0%	Moderate

Expectations in West Generally Mixed

The outlook for the Western region is for generally improving market conditions although there are some scattered expectations of declines. Sales and lease dollar volume is expected to increase around ten to 20 percent with a few areas expecting declines. Prices are expected to increase around five to ten percent although numerous reports expect no change. Construction costs are predicted to be stable or increase no more than 20 percent. Absorption is also expected to be stable or increase moderately although, again, there are a few scattered expectations of declines.

EXHIBIT 49
OUTLOOK FOR INDUSTRIAL REAL ESTATE ACTIVITY FOR NEXT 12 MONTHS
IN THE WEST

	Prices		Dollar Volume		Construction	
	Sales	Leases	Sales	Leases	Costs	Absorption
Albuquerque	Same	Same	Up 10%	Up 10%	Up 10%	Up 10%
Denver	Same-Up 10%	Same-Up 20%	Same-Up 10%	Same-Up 20%	Same-Up 20%	Same-Up 10%
Los Angeles	Same-Up 10%	Mixed Mixed	Down 25%-Same	Same-Up 25%	Same-Up 10%	Mixed
Oakland	Same	Same	Same	Up 10%	Same	Same
Phoenix	Same	Same	Same	Same	Same	Same
Portland	Same-Up 10%	Mixed	Mixed	Mixed	Same-Up 5%	Same-Up 20%
Reno	Down 5%	Down 15%	Down 25%	Down 25%	Up 10%	Down 40%
San Francisco	Up 15%	Up 15%	Up 15%	Same	Down 5%	Same
Seattle	Same	Up 10%	Same	Up 10%	Up 15%	Same

Canada

CANADA

Canadian Activity Up

Industrial real estate activity in the two Canadian metropolitan areas (Montreal and Toronto) surveyed showed growth of up to 20 percent in dollar volume of sales and leases except for research and development. Research and Development activity was unchanged for both sales and leases in both areas.

EXHIBIT 50
DOLLAR VOLUME OF SALES AND LEASES COMPARED TO A YEAR AGO IN CANADA

	Manufacturing		Warehousing/ Distribution		Research and Development	
	Sales	Leases	Sales	Leases	Sales	Leases
Montreal	Up 10%	Up 10%	Up 10%	Up 15%	Same	Same
Toronto	Same-Up 20%	Same-Up 10%	Same-Up 10%	Same-Up 20%	Same	Same

Sales Prices Up Five to Twenty Percent

Sales prices in these two metropolitan areas increased up to twenty percent over the past 12 months. Prices ranged from $20.00 per square foot in Montreal for large structures to $50.00 per square foot in Toronto for the smallest structures.

EXHIBIT 51
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS IN CANADA

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Montreal				
100,000 or more sq. ft.	-	-	$20.00-22.00	Up 20%
60,000-99,999 sq. ft.	-	-	$20.00-22.00	Up 20%
40,000-59,999 sq. ft.	-	-	$20.00-22.00	Up 20%
20,000-39,999 sq. ft.	-	-	$25.00	Up 10%
5,000-19,999 sq. ft.	-	-	-	-
Less than 5,000 sq. ft.	-	-	-	-
Toronto				
100,000 or more sq. ft.	-	-	$23.00-30.00	Up 10-15%
60,000-99,999 sq. ft.	-	-	$24.00-32.00	Up 10-15%
40,000-59,999 sq. ft.	-	-	$26.00-34.00	Up 10-20%
20,000-39,999 sq. ft.	-	-	$28.00-36.00	Up 5-15%
5,000-19,999 sq. ft.	-	-	$33.00-38.00	Up 5-10%
Less than 5,000 sq. ft.	-	-	$45.00-50.00	Up 10%

Site Prices Rise

Sales prices for prime industrial sites in our two Canadian cities remained the same or increased up to 25 percent over the past year. Prices for improved sites ranged from $2.00 a square foot in Montreal's suburbs for large sites to $7.00 a square foot in central city Toronto for sites of five acres and less.

EXHIBIT 52
SALES PRICES OF PRIME INDUSTRIAL SITES
IN CANADA

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Montreal				
Improved				
Less than 2 acres	$3.00-5.00	Up 10%	$2.00	Up 20%
2-5 acres	$3.00-5.00	Up 10%	$2.75	Up 20%
6-9 acres	-	-	$2.00	Up 15%
10 or more acres	-	-	$1.50	-
Unimproved				
Less than 10 acres	-	-	$0.40	Same
10-99 acres	-	-	$0.25	Same
100 or more acres	-	-	$0.15	Same
Toronto				
Improved				
Less than 2 acres	$5.00-7.00	Same	$2.75-5.50	Up 10-25%
2-5 acres	$5.00-7.00	Same	$2.75-5.00	Up 10-20%
6-9 acres	$4.00-6.00	Same	$2.75-5.00	Up 10-20%
10 or more acres	$4.00-6.00	Same	$2.25-4.00	Same-Up 5%
Unimproved				
Less than 10 acres	-	-	$1.00-1.25	Up 10%
10-99 acres	-	-	$0.75-1.25	Up 10%
100 or more acres	-	-	$0.75-1.25	Up 10%

Lease Prices Up For Most Buildings

Lease prices for prime industrial buildings in Toronto and Montreal increased from ten to 20 percent. Prices per square foot ranged from $3.30 for large buildings in central city Montreal to $6.00 in central city Toronto.

EXHIBIT 53
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN CANADA

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Montreal				
100,000 or more sq. ft.	$3.30	Up 10%	$3.75-4.00	Up 15%
60,000-99,999 sq. ft.	$3.60	Up 10%	$3.75-4.00	Up 10%
40,000-59,999 sq. ft.	$3.60	Up 10%	$4.00	Up 10%
20,000-39,999 sq. ft.	$3.85	Up 10%	$4.25	Up 15%
5,000-19,999 sq. ft.	$4.00	Up 10%	$4.25	Up 5%
Less than 5,000 sq. ft.	$4.00	Up 15%	-	-
Toronto				
100,000 or more sq. ft.	-	-	$3.65-4.25	Up 10-20%
60,000-99,999 sq. ft.		-	$3.80-4.50	Up 10-20%
40,000-59,999 sq. ft.	-	-	$3.90-4.50	Up 10-20%
20,000-39,999 sq. ft.	-	-	$4.00-4.75	Up 10-20%
5,000-19,999 sq. ft.	$3.50-6.00	Same	$4.10-4.75	Up 10-20%
Less than 5,000 sq. ft.	$3.50-6.00	Same	$4.50-5.00	Up 15-20%

Rate of Construction Similar For Both Cities

Both Canadian cities show parallel trends for construction activity over the past year. Construction was up moderately for manufacturing and warehousing/disrtibution activity and remained stable for research and development activity.

EXHIBIT 54
RATE OF NEW CONSTRUCTION COMPARED TO A YEAR AGO
IN CANADA

	Manufacturing	Warehousing/ Distribution	Research and Development
Montreal	Up Moderately	Up Moderately	Same
Toronto	Up Moderately	Up Moderately	Same

Construction Costs in Montreal Rise More Than in Toronto

Cost of construction of industrial buildings increased from 15 to 20 percent in Montreal while showing somewhat more stability in Toronto. Construction costs ranged from a low of $19.00 a square foot for a large building in Toronto to $35.00 a square foot for the smallest size structures, again in Toronto.

EXHIBIT 55
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN CANADA

	Cost Per Square Foot	Change From a Year Ago
Montreal		
100,000 or more sq. ft.	$20.00	Up 20%
60,000-99,999 sq. ft.	$20.00	Up 20%
40,000-59,999 sq. ft.	$22.00	Up 22%
20,000-39,999 sq. ft.	$24.00	Up 20%
5,000-19,999 sq. ft.	$28.00	Up 20%
Less than 5,000 sq. ft.	$31.00	Up 15%
Toronto		
100,000 or more sq. ft.	$19.00	Up 5%
60,000-99,999 sq. ft.	$20.00-22.00	Up 5-10%
40,000-59,999 sq. ft.	$22.00-24.00	Up 5-10%
20,000-39,999 sq. ft.	$23.00-26.00	Same-Up 10%
5,000-19,999 sq. ft.	$24.00-29.00	Same-Up 10%
Less than 5,000 sq. ft.	$35.00	Same

Montreal Market Tighter

The Montreal market continues to experience tightness for all sizes of industrial buildings except the smallest category of less than 5,000 square feet. Toronto, however, is experiencing a more balanced market.

EXHIBIT 56
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN CANADA

	Vacancy Situation	Average Shelf Life (Months)
Montreal		
100,000 or more sq. ft.	Substantial Shortage	12
60,000-99,999 sq. ft.	Substantial Shortage	9
40,000-59,999 sq. ft.	Moderate Shortage	6
20,000-39,999 sq. ft.	Moderate Shortage	5
5,000-19,999 sq. ft.	Moderate Shortage	3
Less than 5,000 sq. ft.	Balanced Market	3
Toronto		
100,000 or more sq. ft.	Mixed	9-12
60,000-99,999 sq. ft.	Mixed	9
40,000-59,999 sq. ft.	Balanced Market-Moderate Oversupply	6-9
20,000-39,999 sq. ft.	Balanced Market	4-6
5,000-19,999 sq. ft.	Balanced Market	3-4
Less than 5,000 sq. ft.	Balanced Market-Moderate Shortage	2-4

Warehousing and Distribution Dominate Absorption

Sixty-five percent or more of the available property in these two areas was absorbed by warehousing and distribution. The two metropolitan areas also showed very similar patterns of location inside and outside industrial parks with both reporting about three-fourths of the activity inside industrial parks.

EXHIBIT 57
COMPOSITION OF ABSORPTION
IN CANADA

	Industry			Inside/Outside Industrial Park	
	Warehousing/ Distribution	Manufacturing	Research and Development	Inside	Outside
Montreal	75%	20%	5%	80%	20%
Toronto	65-70%	30-35%	0%	75%	25%

Insurance Companies Supply Financing

Insurance companies were reported as the most important source of financing in both cities. The interest rates from this source were in the 18.5 to 19 percent range. Availability of money was reported as moderate in both areas.

EXHIBIT 58
MORTGAGE FINANCING FOR INDUSTRIAL PROPERTIES
IN CANADA

	Most Important Source	Most Prevalent Interest Rate	Money Supply Availability
Montreal	Insurance Co.	19.0%	Moderate
Toronto	Insurance Co.	18.5-19.0%	Moderate

Outlook Optimistic

Increases are generaly expected in all indicators in both cities. Prices are expected to increase about 10 to 15 percent of the next 12 months. Dollar volume of sales and leases is expected to increase about 10 to 15 percent also. Construction costs and absorption are expected to rise around 10 percent.

EXHIBIT 59
OUTLOOK FOR INDUSTRIAL REAL ESTATE ACTIVITY FOR NEXT 12 MONTHS
IN CANADA

	Prices		Dollar Volume		Construction	
	Sales	Leases	Sales	Leases	Costs	Absorption
Montreal	Up 10%	Up 10%	Up 10%	Up 15%	Up 10%	Up 10%
Toronto	Same-Up 10%	Up 15%	Same-Up 10%	Up 10%	Up 10%	Same

SOCIETY OF INDUSTRIAL REALTORS®

Industrial Real Estate Market Survey

Fall 1981

Type or print (no pencil or blue ink). Name appearing MUST be S.I.R. member.

Name _____

Address _____

City _____ State _____ Zip _____

Business Phone _____

Please identify market area for which you are reporting:

Central City or Cities _____

Suburban Areas _____

I. SALES PRICES OF PRIME INDUSTRIAL BUILDINGS (Prime Industrial buildings are defined as single story industrial type buildings with 5-20% office space)

	Central City				Suburbs			
	Current Gross Selling Price (including commissions)	Compared to a Year Ago			Current Gross Selling Price (including commissions)	Compared to a Year Ago		
		Higher	Same	Lower		Higher	Same	Lower
100,000 sq. ft. or more	$____ sq. ft.	____%	☐ 0	____%	$____ sq. ft.	____%	☐ 0	____%
60,000-99,999 sq. ft.	$____ sq. ft.	____%	☐ 0	____%	$____ sq. ft.	____%	☐ 0	____%
40,000-59,999 sq. ft.	$____ sq. ft.	____%	☐ 0	____%	$____ sq. ft.	____%	☐ 0	____%
20,000-39,999 sq. ft.	$____ sq. ft.	____%	☐ 0	____%	$____ sq. ft.	____%	☐ 0	____%
5,000-19,999 sq. ft.	$____ sq. ft.	____%	☐ 0	____%	$____ sq. ft.	____%	☐ 0	____%
Less than 5,000 sq. ft.	$____ sq. ft.	____%	☐ 0	____%	$____ sq. ft.	____%	☐ 0	____%

II. SALES PRICES OF INDUSTRIAL SITES

		Central City				Suburbs			
		Current Gross Selling Price (including commissions)	Compared to a Year Ago			Current Gross Selling Price (including commissions)	Compared to a Year Ago		
	Acreage		Higher	Same	Lower		Higher	Same	Lower
Improved (with street frontage, curbs or gutters where applicable, utilities, graded and ready for construction)	less than 2	$____ sq. ft.	____%	☐ 0	____%	$____ sq. ft.	____%	☐ 0	____%
	2-5	$____ sq. ft.	____%	☐ 0	____%	$____ sq. ft.	____%	☐ 0	____%
	5-10	$____ sq. ft.	____%	☐ 0	____%	$____ sq. ft.	____%	☐ 0	____%
	10 or more	$____ sq. ft.	____%	☐ 0	____%	$____ sq. ft.	____%	☐ 0	____%
Unimproved (raw land zoned industrial with street frontage)	less than 10	$____ sq. ft.	____%	☐ 0	____%	$____ sq. ft.	____%	☐ 0	____%
	10-100	$____ sq. ft.	____%	☐ 0	____%	$____ sq. ft.	____%	☐ 0	____%
	100 or more	$____ sq. ft.	____%	☐ 0	____%	$____ sq. ft.	____%	☐ 0	____%

III. ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS (Prime industrial buildings are defined as modern single story industrial type buildings with 5-20% office space. Please translate net/net/net leases to gross leases. A gross lease, for the purpose of the survey, is when the tenant's rent includes real estate taxes, fire and extended coverage insurance, as well as, maintenance of the roof, structure and outside walls.

	Central City				Suburbs			
	Current Annual Gross Lease Price (total rent, Taxes, insurance, maintenance, and commissions)	Compared to a Year Ago			Current Annual Gross Lease Price (total rent, Taxes, insurance, maintenance, and commissions)	Compared to a Year Ago		
Prime Industrial:		Higher	Same	Lower		Higher	Same	Lower
100,000 sq. ft. or more	$____ sq. ft.	____%	☐ 0	____%	$____ sq. ft.	____%	☐ 0	____%
60,000-99,999 sq. ft.	$____ sq. ft.	____%	☐ 0	____%	$____ sq. ft.	____%	☐ 0	____%
40,000-59,999 sq. ft.	$____ sq. ft.	____%	☐ 0	____%	$____ sq. ft.	____%	☐ 0	____%
20,000-39,999 sq. ft.	$____ sq. ft.	____%	☐ 0	____%	$____ sq. ft.	____%	☐ 0	____%
5,999-19,999 sq. ft.	$____ sq. ft.	____%	☐ 0	____%	$____ sq. ft.	____%	☐ 0	____%
Less than 5,000 sq. ft.	$____ sq. ft.	____%	☐ 0	____%	$____ sq. ft.	____%	☐ 0	____%

IV. HOW DOES THE RATE OF NEW CONSTRUCTION COMPARE TO A YEAR AGO?

	Up Substantially	Up Moderately	About the Same	Down Moderately	Down Substantially
Manufacturing	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
Warehousing/Distribution	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
Research and Development	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5

V. HOW DOES THE DOLLAR VOLUME OF SALES AND LEASES OF INDUSTRIAL PROPERTIES COMPARE TO A YEAR AGO?

	Sales			Leases		
	Higher	Same	Lower	Higher	Same	Lower
Manufacturing	____ %	☐ 2	____ %	____ %	☐ 2	____ %
Warehousing/Distribution	____ %	☐ 2	____ %	____ %	☐ 2	____ %
Research and Development	____ %	☐ 2	____ %	____ %	☐ 2	____ %

VI. CONSTRUCTION COSTS

Prime Industrial (modern single story industrial type buildings with 5-20% office space)	Cost Per Square Foot	Compared to a Year Ago: Higher	About the Same	Lower
100,000 sq. ft. or more	$ ____ sq. ft.	____ %	☐ 2	____ %
60,000-99,999 sq. ft.	$ ____ sq. ft.	____ %	☐ 2	____ %
40,000-59,999 sq. ft.	$ ____ sq. ft.	____ %	☐ 2	____ %
20,000-39,999 sq. ft.	$ ____ sq. ft.	____ %	☐ 2	____ %
5,000-19,999 sq. ft.	$ ____ sq. ft.	____ %	☐ 2	____ %
Less than 5,000 sq. ft.	$ ____ sq. ft.	____ %	☐ 2	____ %

VII. WHAT IS THE VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES?

	Substantial Shortage	Moderate Shortage	Balanced Market	Moderate Oversupply	Substantial Oversupply	Average "Shelf Life" (from date of availability to date of sale or lease — months)
100,000 sq. ft. or more	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5	____
60,000-99,999 sq. ft.	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5	____
40,000-59,999 sq. ft.	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5	____
20,000-39,999 sq. ft.	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5	____
5,000-19,999 sq. ft.	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5	____
Less than 5,000 sq. ft.	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5	____

VIII. ABSORPTION

Total amount of industrial space leased or sold to users in your market area (as defined on page one) in the **last 6 months:** _____

Percentage Composition of absorption for last 6 months:

Warehousing/Distribution	____ %
Manufacturing	____ %
Research and Development	____ %
Total	100 %
Inside Industrial Park	____ %
Outside Industrial Park	____ %
Total	100 %

IX. CURRENT PRIME SOURCES OF MORTGAGE FINANCING FOR INDUSTRIAL PROPERTIES

Source	Rank in Importance with #1 Being Most Important	Most Prevalent Interest Rate	Mortgage Money Supply at Most Prevalent Rate			
			Ample	Moderate	Tight	Not Available
Insurance Companies	____	____ %	☐	☐	☐	☐
Pension Funds	____	____ %	☐	☐	☐	☐
Industrial Revenue Bonds	____	____ %	☐	☐	☐	☐
Owner Financing	____	____ %	☐	☐	☐	☐
Commercial Banks	____	____ %	☐	☐	☐	☐
Other (specify)	____	____ %	☐	☐	☐	☐

Use this space, if necessary, to further explain financing techniques in your area. _____

X. OUTLOOK FOR THE NEXT TWELVE MONTHS

	Up	Same	Down
Sales Prices	____ %	☐	____ %
Lease Prices	____ %	☐	____ %
Dollar Volume of Sales	____ %	☐	____ %
Dollar Volume of Leases	____ %	☐	____ %
Construction Costs	____ %	☐	____ %
Absorption	____ %	☐	____ %
Interest rates	____ %	☐	____ %

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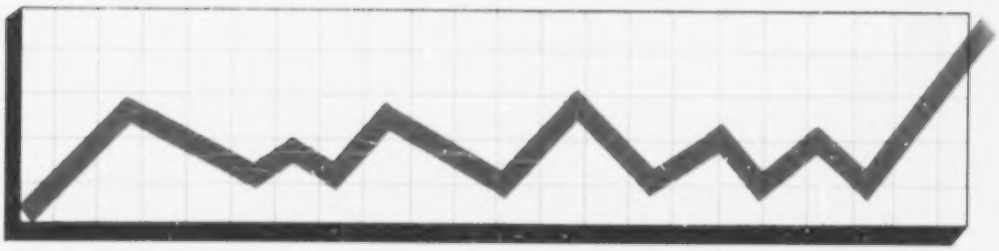
Industrial Real Estate Market Survey

Spring 1982



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The SOCIETY OF INDUSTRIAL REALTORS® is a professional affiliate of the NATIONAL ASSOCIATION OF REALTORS®. The Society's 1,500 Members and Associates in the U.S., Canada, England, France, the Netherlands and Australia specialize in serving the real estate needs of industry throughout the world.

Dedicated to the maintenance of the highest professional standards in the field of industrial real estate, the Society stresses experience, knowledge, capability and integrity in qualifying its members. Our Active Members have earned the professional designation "S.I.R." Each one has a record of at least seven years' successful experience as an industrial property broker, subscribes to high ethical standards, and has passed a written examination.

Members are pledged to abide by the REALTOR® Code of Ethics and Standards of Practice.

As brokers, consultants, appraisers and developers, Society members are qualified to handle and coordinate all phases of industrial real estate activity; making site surveys; locating existing sites, plants and warehouses, marketing industrial land and buildings; counseling on all of the above as well as investment, construction and financing; determining value of industrial property; developing and marketing industrial parks; securing and marketing office space for industry; arranging financing; coordinating site assembly, construction and creating build-to-suit facilities and sale-leasebacks.

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Guide To Industrial Site Selection, Compiled and written by a joint committee of the Society of Industrial REALTORS® and the National Association of Industrial and Office Parks, 32 pages.
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S.I.R. Reports, the Society's newsletter, issued 10 times yearly reports on membership activities and developments in the industrial real estate field. $15.00 annual subscription.

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ABOUT THE SURVEY

The statistics and analyses contained in the Spring 1982 *Industrial Real Estate Market Survey* are based on the experiences of 100 S.I.R. panelists in 51 metropolitan areas in the U.S., Canada, and Europe during the first half of 1982. The panelists, all S.I.R. members, were chosen on the basis of their experience, knowledge and overall grasp of their respective markets. Several cities, including three metropolitan areas in France, have been added to the survey.

Once again, we are proud to provide the most current, comprehensive and reliable information available on the industrial real estate market. This data is vital to the work of corporate real estate managers, economic development professionals, appraisers, the business and real estate press, and others, particularly considering the changing and uncertain nature of today's market.

The statistics contained in this survey are based on the experiences of the panelists in their areas. In some areas, only one panelist completed the survey form. In other areas, however, two or more panelists completed the questionnaire and ranges are presented. In all cases, the statistics reflect the particular market conditions prevailing as viewed by the panelists in their specific areas at the time they submitted their completed questionnaires. Therefore, the data reflect the best professional judgments of the individual panelists.

For the purposes of the survey, S.I.R. defines a gross lease as one in which the tenant's rent includes real estate taxes, fire and extended coverage insurance, as well as maintenance of the roof, structure and outside walls.

Users of this survey having questions concerning this information should direct them to S.I.R. members in the local areas involved or the S.I.R. national office in Washington, D.C.

The Society extends its deep appreciation to those whose hard work and willingness to share information make these surveys possible; to Glenn Crellin, Beverly Davis, Dr. Ronnie H. Davis, Cynthia Jackson, Kenneth Kerin and Terry Short, all of the National Association of Realtors® Economics and Research Division; and to S.I.R. Research Committee Chairman Irving Korb, his committee, and the *Industrial Real Estate Market Survey* panelists, without whose counsel and cooperation these reports could not be produced.

Spring, 1982

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Claude Heurteux

NATIONAL TRENDS

The industrial real estate market continues to be undermined by the recessionary economy and high interest rates. Our Spring 1982 Survey indicates that the market has slowed somewhat from the pace of our Fall 1981 survey. Moreover, our panelists still do not anticipate any quick or widespread recovery. Most panelists expect stable conditions or moderate increases at best in dollar volume over the next 12 months.

Virtually no region of the country is totally unaffected by these hard times. As was the case in the previous survey, the North Central region is still the hardest hit. However, there are some metropolitan areas that are 'olding up well under the circumstances.

Dollar Volume of Activity Still Slow

The dollar volume of sales and leases of industrial properties remains stable or down from a year ago in most areas of the country. Nearly four out of five of our panelists report dollar volume as being the same or down. All types of properties are suffering although research and development activity appears to be slightly better off than warehousing and distribution or manufacturing activity.

EXHIBIT 1
DOLLAR VOLUME OF SALES AND LEASES COMPARED TO A YEAR AGO
IN THE UNITED STATES
(Percentage Distribution)

	Up more than 10%	Up 1-10%	Same	Down 1-10%	Down more than 10%	Total
Sales						
Manufacturing	5	8	33	20	34	100
Warehousing & Distribution	10	7	33	19	31	100
Research & Development	5	10	53	10	23	100
Leases						
Manufacturing	5	6	32	29	28	100
Warehousing & Distribution	11	11	20	25	33	100
Research & Development	7	13	45	17	18	100

Prices Generally Soft

The recent overall trend toward softening inflation rates is showing up for industrial properties. About seven out of 10 panelists report that prices are either the same or lower than a year ago. This stability runs across the board in terms of size of buildings and central city versus suburbs.

EXHIBIT 2
SALES PRICES COMPARED TO A YEAR AGO
FOR PRIME INDUSTRIAL BUILDINGS IN THE UNITED STATES
(Percentage Distribution)

	Up more than 10%	Up 1-10%	Same	Down	Total
Central City					
100,000 or more sq. ft.	7	20	52	21	100
60,000-99,999 sq. ft.	11	21	52	16	100
40,000-59,999 sq. ft.	2	36	47	15	100
20,000-39,999 sq. ft.	2	35	43	20	100
5,000-19,999 sq. ft.	5	31	44	20	100
Less than 5,000 sq. ft.	2	30	50	18	100
Suburbs					
100,000 or more sq. ft.	9	19	51	21	100
60,000-99,999 sq. ft.	7	18	59	16	100
40,000-59,999 sq. ft.	4	23	57	16	100
20,000-39,999 sq. ft.	7	21	55	18	100
5,000-19,999 sq. ft.	3	23	56	18	100
Less than 5,000 sq. ft.	6	29	46	19	100

Site prices can also be characterized as soft with less than three out of 10 panelists reporting increases. Where increases are reported, they are most often under 10 percent. The only exception to this softening is for improved sites in the suburbs, where 45 percent of the panelists are experiencing price increases.

EXHIBIT 3
SALES PRICES COMPARED TO A YEAR AGO
FOR INDUSTRIAL SITES IN THE UNITED STATES
(Percentage Distribution)

	Up More than 20%	Up 11-20%	Up 1-10%	Same	Down	Total
Central City						
Improved	2	8	24	56	10	100
Unimproved	0	6	11	67	17	100
Suburbs						
Improved	3	15	27	47	8	100
Unimproved	3	3	15	62	17	100

Lease prices of industrial buildings are following the same moderate trend. Overall, about 60 percent of the reports cite prices that are the same or lower than a year ago. Annual price increases of 20 percent or more, once almost commonplace, are now nearly nonexistent.

EXHIBIT 4
LEASE PRICE COMPARED TO A YEAR AGO
FOR PRIME INDUSTRIAL BUILDINGS IN THE UNITED STATES
(Percentage Distribution)

	Up More than 20%	Up 11-20%	Up 1-10%	Same	Down	Total
Central City						
100,000 or more sq. ft.	2	5	25	43	25	100
60,000-99,999 sq. ft.	3	2	22	52	22	100
40,000-59,999 sq. ft.	0	7	26	47	19	100
20,000-39,999 sq. ft.	0	7	33	39	20	100
5,000-19,999 sq. ft.	3	6	33	38	20	100
Less than 5,000 sq. ft.	6	8	29	44	14	100
Suburbs						
100,000 or more sq. ft.	0	8	29	40	22	100
60,000-99,999 sq. ft.	1	11	23	40	25	100
40,000-59,999 sq. ft.	0	10	29	34	27	100
20,000-39,999 sq. ft.	0	14	28	35	23	100
5,000-19,999 sq. ft.	1	14	37	28	20	100
Less than 5,000 sq. ft.	4	15	33	29	18	100

Vacancies Change Little

The vacancy situation for prime industrial properties has changed little since our Fall 1981 survey. What change has taken place has been a continuation of the movement toward oversupply situations in most size categories. Since our initial survey in Spring 1980 there has been a shift from a general shortage situation to a general (but usually moderate) oversupply.

EXHIBIT 5
VACANCY SITUATION FOR
PRIME INDUSTRIAL BUILDINGS IN THE UNITED STATES
(Percentage Distribution)

	Substantial Shortage	Moderate Shortage	Balanced Market	Moderate Oversupply	Substantial Oversupply	Total
100,000 or more sq. ft.	11	14	23	31	20	100
60,000-99,999 sq. ft.	9	17	28	33	13	100
40,000-59,999 sq. ft.	3	19	37	27	13	100
20,000-39,999 sq. ft.	1	30	31	27	11	100
5,000-19,999 sq. ft.	6	34	21	24	14	100
Less than 5,000 sq. ft.	13	29	22	21	13	100

Absorption Going to Warehousing and Distribution

Industrial buildings that are being sold or leased are most often used for warehousing and distribution activity. According to our panelists, 64 percent of the buildings are devoted to this use, a modest one percent decline since our Fall 1981 survey. Manufacturing, with 25 percent of the activity, takes up most of the remainder.

EXHIBIT 6
COMPOSITION OF ABSORPTION
IN THE UNITED STATES

Construction Pace Remains Off

As could be expected in this market, the rate of construction of new industrial facilities is very sluggish. In fact, except for the construction of research and development facilities, fewer than 10 percent of our panelists are experiencing increases.

EXHIBIT 7
RATE OF NEW CONSTRUCTION COMPARED TO A YEAR AGO
IN THE UNITED STATES
(Percentage Distribution)

	Up Substantially	Up Moderately	About the Same	Down moderately	Down Substantially	Total
Manufacturing	1	7	26	28	39	100
Warehousing & Distribution	2	8	22	34	33	100
Research & Development	5	16	28	28	23	100

Mortgage Money Available But Costly

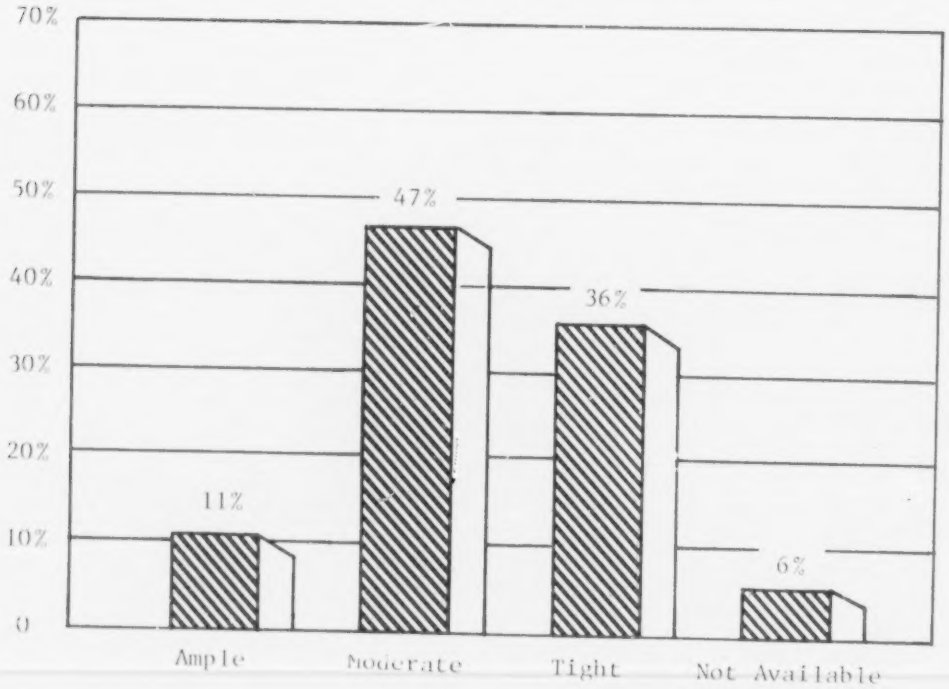
A majority of panelists indicate that mortgage money availability is either "ample" or "moderate" in their market areas. This indicates an increase in the availability of funds from our Fall survey when almost two-thirds of the reports cited a "tight" availability.

Most financing is being provided by industrial revenue bonds, commercial banks, and insurance companies. However, sellers and pension funds were also cited as sources.

Interest rates continue at high levels ranging from rates of 10 to 20 percent or more depending on the source and degree of equity participation. Interest rates are typically being reviewed every three to five years with all dates ranging from five to 25 years. Many sales, especially those being funded by insurance companies and pension funds, call for equity participation of 25 to 60 percent or more.

EXHIBIT 8

MORTGAGE MONEY AVAILABILITY
IN THE UNITED STATES
(Percentage Distribution)



Outlook Still Uncertain

As was the case in our last two surveys, the outlook over the next 12 months is cautious. The outlook for dollar volume of both sales and leases is slightly more pessimistic than it was last Fall, with about a third of our panelists expecting further drops.

Prices are expected to continue to moderate. Overall, about six out of 10 panelists expect stable prices or increases of less than 10 percent. Lease prices are viewed as rising slightly more than sales prices.

Absorption is also expected to change little. About 80 percent of our panelists expect changes of less than 10 percent.

Costs of constructing industrial buildings should continue their present stable pace. Most panelists expect either stable prices or moderate increases of one to 10 percent.

On an optimistic note, most panelists expect interest rates on financing for industrial properties to decline. In fact, 56 percent expect declines while only six percent anticipate increases.

EXHIBIT 9
OUTLOOK FOR INDUSTRIAL REAL ESTATE ACTIVITY
FOR THE NEXT 12 MONTHS IN THE UNITED STATES
(ercentage Distribution)

	Up more than 10%	Up 1-10%	Same	Down 1-10%	Down more than 10%	Total
Sales Prices	4	31	34	20	10	100
Lease Prices	12	31	33	16	8	100
$ Volume of Sales	9	25	33	14	18	100
$ Volume of Leases	7	32	29	21	11	100
Construction Costs	6	37	41	13	3	100
Absorption	8	27	32	20	13	100
Interest Rates	0	6	40	54	0	100

NORTHEAST REGION

Seven Northeastern metropolitan areas were included in the Spring 1982 survey: Boston, Buffalo, New York City, Suburban New York City (Westchester, Orange, Rockland, Putnam and Dutchess Counties), Philadelphia, Pittsburgh and Syracuse.

Dollar Volume of Sales and Leases Continues Mixed

Philadelphia reported the greatest growth in dollar volume with increases from 10 to 30 percent in manufacturing and warehousing/distribution. Suburban New York City reported that lease activity for all three uses was down 10 percent. All other areas had mixed reports across uses.

EXHIBIT 10
DOLLAR VOLUME OF SALES AND LEASES COMPARED TO A YEAR AGO IN THE NORTHEAST

	Manufacturing		Warehousing/ Distribution		Research and Development	
	Sales	Leases	Sales	Leases	Sales	Leases
Boston	Same	Down 10%-Same	Down 20%-Same	Down 20%-Same	Mixed	Same-Up 10%
Buffalo	Down 15%-Same	Same	Down 15%-Same	Same	Down 15%-Same	Same
New York City	Same	Same	Up 10-25%	Up 20%	Same	Same
Suburban New York City	NA	Down 10%	NA	Down 10%	NA	Down 10%
Philadelphia	Up 10-30%	Up 15%	Up 10-30%	Up 15-20%	Same-Up 10%	Same
Pittsburgh	Mixed	Down 10%-Same	Same-Up 20%	Same	Down 25%-Same	Same
Syracuse	Up 10%	Up 10%	Up 15%	Up 15%	Same	Same

Sales Prices for Buildings

All Northeastern cities experienced stable or increased sales prices for prime industrial buildings during the past 12 months, except Philadelphia which reported a price decline for the largest size buildings

in the central city. Buffalo and Syracuse reported the lowest central city prices per square foot ($5.00) for the largest structures. Buffalo also reported the lowest suburban area prices per square foot ($7.00) for the largest structures. New York City reported the highest central city prices per square foot ($45.00) for the smallest central city structures and suburban New York City reported the highest suburban prices ($50.00) in the region.

EXHIBIT 11
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTHEAST

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Boston				
100,000 or more sq. ft.	$12.00-13.00	Same-Up 30%	$21.00-32.00	Same-Up 20%
60,000-99,999 sq. ft.	$13.00-16.00	Same-Up 15%	$25.00-32.00	Same-Up 20%
40,000-59,999 sq. ft.	$15.00-19.00	Same-Up 15%	$27.00-32.00	Same-Up 20%
20,000-39,999 sq. ft.	$16.00-21.00	Same-Up 5%	$29.00-35.00	Up 15-20%
5,000-19,999 sq. ft.	$18.00-21.00	Same-Up 5%	$30.00-40.00	Same-Up 15%
Less than 5,000 sq. ft.	$20.00-26.00	Same-Up 5%	$35.00-40.00	Same-Up 15%
Buffalo				
100,000 or more sq. ft.	$5.00-8.00	Same	$7.00-10.00	Same
60,000-99,999 sq. ft.	$6.00-8.00	Same	$10.00-14.00	Same
40,000-59,999 sq. ft.	$7.00-10.00	Same-Up 10%	$10.00-14.00	Same
20,000-39,999 sq. ft.	$8.00-10.00	Same-Up 10%	$14.00-17.00	Same
5,000-19,999 sq. ft.	$9.00-12.00	Same	$16.00-18.00	Same
Less than 5,000 sq. ft.	$11.00-15.00	Same	$19.00-27.00	Same-Up 10%
New York City				
100,000 or more sq. ft.	$23.00-27.00	Up 10%	NA	NA
60,000-99,999 sq. ft.	$20.00-27.00	Up 10-15%	NA	NA
40,000-59,999 sq. ft.	$20.00-32.00	Same-Up 10%	NA	NA
20,000-39,999 sq. ft.	$20.00-32.00	Same-Up 10%	NA	NA
5,000-19,999 sq. ft.	$25.00-40.00	Same	NA	NA
Less than 5,000 sq. ft.	$25.00-45.00	Same	NA	NA

EXHIBIT 11
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTHEAST

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Suburban New York City				
100,000 or more sq. ft.	NA	NA	$16.00-22.00	Same
60,000-99,999 sq. ft.	NA	NA	$18.00-24.00	Same
40,000-59,999 sq. ft.	NA	NA	$20.00-26.00	Same
20,000-39,999 sq. ft.	NA	NA	$22.00-30.00	Same
5,000-19,999 sq. ft.	NA	NA	$25.00-40.00	Same
Less than 5,000 sq. ft.	NA	NA	$40.00-50.00	Same
Philadelphia				
100,000 or more sq. ft.	$11.00-17.00	Down 10%-Same	$14.00-20.00	Same
60,000-99,999 sq. ft.	$12.00-18.00	Same	$17.00-20.00	Same
40,000-59,999 sq. ft.	$15.00-20.00	Same-Up 5%	$18.00-22.00	Same
20,000-39,999 sq. ft.	$15.00-20.00	Same	$20.00-25.00	Same
5,000-19,999 sq. ft.	$18.00-25.00	Same	$22.00-28.00	Same
Less than 5,000 sq. ft.	$20.00-27.00	Same	$25.00-33.00	Same
Pittsburgh				
100,000 or more sq. ft.	$8.00	Same	$12.00	Same-Up 30%
60,000-99,999 sq. ft.	$10.00-21.00	Same-Up 15%	$14.00	Same
40,000-59,999 sq. ft.	$20.00	Up 10%	$17.00-23.00	Up 5-10%
20,000-39,999 sq. ft.	$22.00-25.00	Up 10%	$20.00-24.00	Same-Up 10%
5,000-19,999 sq. ft.	$35.00	Up 10%	$16.00-25.00	Same
Less than 5,000 sq. ft.	$35.00	Up 10%	$35.00	Same
Syracuse				
100,000 or more sq. ft.	$5.00	Same	$16.00-19.00	Up 5%
60,000-99,999 sq. ft.	$7.00	Same	$16.00-19.00	Up 5%
40,000-59,999 sq. ft.	$9.00	Same	$17.00-19.00	Up 5%
20,000-39,999 sq. ft.	$11.00	Same	$18.00-21.00	Up 5%
5,000-19,999 sq. ft.	$13.00	Same	$20.00-25.00	Up 10%
Less than 5,000 sq. ft.	$15.00	Same	$25.00-27.00	Up 10%

Site Sales Prices in Northeast Spans Wide Range

Sales prices of prime industrial sites in the Northeast region continue to span a wide range from $.05 a square foot for unimproved sites in Buffalo and Syracuse to $7.00 per square foot for small improved sites in New York City. Prices were generally stable or up from five to as high as 55 percent (large unimproved suburban sites in Boston). However, suburban sites of all sizes in Syracuse and unimproved central city sites in Philadelphia are reported as being down from 10 to 30 percent.

EXHIBIT 12
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE NORTHEAST

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Boston				
Improved				
Less than 2 acres	$2.00-2.75	Same-Up 10%	$2.00-4.40	Same-Up 35%
2-5 acres	$2.00-2.20	Same-Up 10%	$1.00-4.40	Same-Up 35%
6-9 acres	$2.00-2.20	Same-Up 10%	$1.00-4.40	Same-Up 35%
10 or more acres	$2.00-2.25	Same-Up 30%	$1.00-4.40	Same-Up 35%
Unimproved				
Less than 10 acres	$2.00-2.25	Same-Up 10%	$1.00-3.30	Same-Up 35%
10-99 acres	$1.00-1.75	Same-Up 15%	$1.00-3.30	Same-Up 35%
100 or more acres	NA	NA	$0.50-1.65	Same-Up 55%
Buffalo				
Improved				
Less than 2 acres	$0.35-0.57	Same-Up 25%	$0.35-0.75	Same
2-5 acres	$0.35-0.57	Same-Up 25%	$0.40-0.67	Same
6-9 acres	$0.35-0.57	Same-Up 25%	$0.40-0.50	Same
10 or more acres	$0.35-0.57	Same-Up 25%	$0.25-0.35	Same
Unimproved				
Less than 10 acres	$0.23-0.35	Same	$0.05-0.18	Same
10-99 acres	$0.23-0.25	Same	$0.05-0.12	Same
100 or more acres	$0.18	Same	$0.05	Same

EXHIBIT 12
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE NORTHEAST

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
New York City				
Improved				
Less than 2 acres	$5.00-7.00	Same	NA	NA
2-5 acres	$3.00-5.00	Same	NA	NA
6-9 acres	NA	NA	NA	NA
10 or more acres	NA	NA	NA	NA
Unimproved				
Less than 10 acres	NA	NA	NA	NA
10-99 acres	NA	NA	NA	NA
100 or more acres	NA	NA	NA	NA
Suburban New York City				
Improved				
Less than 2 acres	NA	NA	NA	NA
2-5 acres	NA	NA	NA	NA
6-9 acres	NA	NA	NA	NA
10 or more acres	NA	NA	NA	NA
Unimproved				
Less than 10 acres	NA	NA	$0.30-4.00	Same
10-99 acres	NA	NA	$0.20-2.00	Same
100 or more acres	NA	NA	$0.15-1.50	Same
Philadelphia				
Improved				
Less than 2 acres	$1.25-1.50	Same	$1.03-1.50	Up 10-20%
2-5 acres	$1.05-1.30	Same	$1.30-1.50	Up 15-20%
6-9 acres	$0.80-1.30	Same	$0.83-1.14	Same-Up 20%
10 or more acres	$0.75-1.30	Same	$0.77-0.90	Same-Up 15%
Unimproved				
Less than 10 acres	$1.00	Down 30%	$0.75-1.00	Same
10-99 acres	$1.00	Down 15%	$0.40-0.70	Same
100 or more acres	NA	NA	$0.40-0.60	Same

EXHIBIT 12
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE NORTHEAST

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Pittsburgh				
Improved				
Less than 2 acres	$3.00-6.00	Up 5%	$1.75	Up 10%
2-5 acres	$3.00-4.00	Up 5%	$1.00-1.60	Up 10-15%
6-9 acres	$3.00	Up 5%	$1.00-1.30	Up 10-15%
10 or more acres	$2.50	Same	$1.00-1.35	Up 10-15%
Unimproved				
Less than 10 acres	$1.00	Same	$0.40	Up 5%
10-99 acres	$0.50-0.75	Same	$0.30	Up 5%
100 or more acres	NA	NA	$0.15-0.25	Up 5-10%
Syracuse				
Improved				
Less than 2 acres	$0.50	Same	$0.70	Down 10%
2-5 acres	$0.50	Same	$0.70	Down 10%
6-9 acres	$0.40	Same	$0.60	Down 10%
10 or more acres	$0.30	Same	$0.35	Down 10%
Unimproved				
Less than 10 acres	$0.10	Same	$0.10	Down 10%
10-99 acres	$0.10	Same	$0.05	Down 10%
100 or more acres	$0.10	Same	$0.05	Down 10%

Lease Prices Continue to Increase in Both Central Cities and Suburbs

Annual lease prices of prime industrial buildings were generally up in all Northeastern metropolitan area central cities and suburbs from five to 20 percent and some as high as 40 percent. Central city lease prices ranged from a low of $1.50 per square foot for large buildings in Buffalo to a high of $5.00 per square foot for small buildings in New York City. Suburban lease prices ranged from a low of $12.00 per square foot for a large (100,000 square foot) building in Buffalo to a high of $7.50 per square foot for a small building in Boston.

EXHIBIT 13
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTHEAST

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Boston				
100,000 or more sq. ft.	$3.10-3.50	Same-Up 10%	$4.00-5.00	Up 5-10%
60,000-99,999 sq. ft.	$3.30-3.50	Same-Up 10%	$4.25-5.00	Up 5-10%
40,000-59,999 sq. ft.	$3.50-4.00	Same-Up 10%	$4.75-5.50	Up 10%
20,000-39,999 sq. ft.	$3.80-4.25	Up 5-10%	$5.00-5.50	Up 10%
5,000-19,999 sq. ft.	$4.20-4.50	Up 5-10%	$5.50-6.50	Same-Up 10%
Less than 5,000 sq. ft.	$4.25-4.50	Same-Up 10%	$5.50-7.50	Same-Up 10%
Buffalo				
100,000 or more sq. ft.	$1.50-2.25	Same	$2.00-2.50	Same-Up 10%
60,000-99,999 sq. ft.	$1.50-2.25	Same	$2.00-2.60	Same-Up 10%
40,000-59,999 sq. ft.	$1.75-2.25	Same	$2.50-3.00	Same-Up 10%
20,000-39,999 sq. ft.	$1.75-2.50	Same	$2.50-3.00	Same-Up 10%
5,000-19,999 sq. ft.	$1.75-2.75	Same	$2.75-3.75	Same-Up 10%
Less than 5,000 sq. ft.	$2.25-3.00	Same	$3.00-3.75	Same-Up 10%
New York City				
100,000 or more sq. ft.	$2.75-3.25	Same-Up 5%	NA	NA
60,000-99,999 sq. ft.	$2.75-3.25	Same-Up 5%	NA	NA
40,000-59,999 sq. ft.	$2.75-3.50	Up 5-10%	NA	NA
20,000-39,999 sq. ft.	$2.75-3.75	Up 10%	NA	NA
5,000-19,999 sq. ft.	$3.50-5.00	Up 10-15%	NA	NA
Less than 5,000 sq. ft.	$3.50-6.00	Up 10-15%	NA	NA
Suburban New York City				
100,000 or more sq. ft.	NA	NA	$3.40-5.75	Same
60,000-99,999 sq. ft.	NA	NA	$3.50-5.90	Same
40,000-59,999 sq. ft.	NA	NA	$3.60-6.00	Same
20,000-39,999 sq. ft.	NA	NA	$3.80-6.10	Same
5,000-19,999 sq. ft.	NA	NA	$4.00-6.30	Same
Less than 5,000 sq. ft.	NA	NA	$4.20-6.60	Same
Philadelphia				
100,000 or more sq. ft.	$2.00-2.30	Same-Up 30%	$2.50-2.80	Same-Up 10%
60,000-99,999 sq. ft.	$2.10-2.35	Same-Up 30%	$2.75-3.15	Up 5-20%
40,000-59,999 sq. ft.	$2.20-2.50	Same-Up 20%	$3.10-3.80	Up 10-25%
20,000-39,999 sq. ft.	$2.50-3.02	Same-Up 10%	$3.25-5.10	Up 10-18%
5,000-19,999 sq. ft.	$2.50-3.46	Same-Up 10%	$3.50-5.25	Up 10-40%
Less than 5,000 sq. ft.	$3.00-3.85	Same-Up 10%	$4.00-6.15	Same-Up 25%

EXHIBIT 13
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTHEAST

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Pittsburgh				
100,000 or more sq. ft.	$2.75	Same	$2.75-5.25	Up 2-7%
60,000-99,999 sq. ft.	$3.25	Same	$3.00	Up 2-10%
40,000-59,999 sq. ft.	$3.75	Up 5%	$3.50-5.00	Up 6-20%
20,000-39,999 sq. ft.	$4.25	Up 5%	$3.75-4.00	Up 10-15%
5,000-19,999 sq. ft.	$4.75	Up 5%	$4.00-4.50	Up 10-20%
Less than 5,000 sq. ft.	$5.25-5.75	Up 6-30%	$4.75-5.00	Up 4-20%
Syracuse				
100,000 or more sq. ft.	$1.85	Up 5%	$2.75	Up 10%
60,000-99,999 sq. ft.	$1.85	Up 5%	$2.75	Up 10%
40,000-59,999 sq. ft.	$2.10	Up 5%	$3.00	Up 10%
20,000-39,999 sq. ft.	$2.10	Up 5%	$3.25	Up 10%
5,000-19,999 sq. ft.	$2.40	Up 10%	$3.25	Up 10%
Less than 5,000 sq. ft.	$2.60	Up 10%	$3.50	Up 10%

Rate of New Construction Continues Uneven

As was the case in the Fall 1981 survey, the rate of new construction of industrial buildings in the Northeast region presents a mixed picture from metropolitan area to metropolitan area and between the three categories of buildings. However, suburban New York City reported substantial decreases in all three categories of industrial building construction, and Syracuse reported moderate decreases across all three categories.

EXHIBIT 14
RATE OF NEW CONSTRUCTION COMPARED TO A YEAR AGO
IN THE NORTHEAST

	Manufacturing	Warehousing/ Distribution	Research and Development
Boston	Same-Up Moderately	Mixed	Same-Up Moderately
Buffalo	Down Moderately-Substantially	Down Moderately-Substantially	Same-Down Moderately
New York City	Same-Down Moderately	Same-Down Moderately	Same-Down Moderately
Suburban New York City	Down Substantially	Down Substantially	Down Substantially
Philadelphia	Same-Up Moderately	Same-Down Moderately	Same-Up Substantially
Pittsburgh	Same-Down Substantially	Same-Down Moderately	Down Moderately
Syracuse	Down Moderately	Down Moderately	Down Moderately

Construction Costs Stable or Increased Moderately

Construction costs in the Northeast region generally were stable or increased moderately over the past year. However, Syracuse reported a five percent decline in the cost of constructing buildings of all sizes. Prices ranged from $18.00 per square foot for the largest buildings in Buffalo to $50.00 a square foot for the smallest buildings in Boston and New York City.

EXHIBIT 15
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTHEAST

	Cost Per Square Foor	Change From a Year Ago
Boston		
100,000 or more sq. ft.	$21.00-30.00	Same-Up 5%
60,000-99,999 sq. ft.	$21.00-32.00	Same-Up 5%
40,000-59,999 sq. ft.	$21.00-35.00	Same-Up 5%
20,000-39,999 sq. ft.	$26.00-35.00	Same-Up 5%
5,000-19,999 sq. ft.	$28.00-45.00	Same-Up 5%
Less than 5,000 sq. ft.	$32.00-50.00	Same-Up 5%
Buffalo		
100,000 or more sq. ft.	$18.00	Same
60,000-99,999 sq. ft.	$18.00	Same
40,000-59,999 sq. ft.	$20.00-22.00	Same
20,000-39,999 sq. ft.	$20.00-23.00	Same
5,000-19,999 sq. ft.	$22.00-28.00	Same-Up 10%
Less than 5,000 sq. ft.	$25.00-35.00	Same-Up 10%

EXHIBIT 15
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTHEAST

	Cost Per Square Foor	Change From a Year Ago
New York City		
100,000 or more sq. ft.	$40.00	Same
60,000-99,999 sq. ft.	$35.00	Same
40,000-59,999 sq. ft.	$35.00	Same
20,000-39,999 sq. ft.	$40.00	Up 10%
5,000-19,999 sq. ft.	$50.00	Up 20%
Less than 5,000 sq. ft.	$50.00	Up 20%
Suburban New York City		
100,000 or more sq. ft.	$27.00	Up 5%
60,000-99,999 sq. ft.	$30.00	Up 5%
40,000-59,999 sq. ft.	$36.00	Up 5%
20,000-39,999 sq. ft.	$40.00	Up 5%
5,000-19,999 sq. ft.	$42.00	Up 5%
Less than 5,000 sq. ft.	$44.00	Up 5%
Philadelphia		
100,000 or more sq. ft.	$20.00-22.00	Same
60,000-99,999 sq. ft.	$21.00-23.00	Same
40,000-59,999 sq. ft.	$21.00-24.00	Same
20,000-39,999 sq. ft.	$22.00-26.00	Same
5,000-19,999 sq. ft.	$25.00-30.00	Same
Less than 5,000 sq. ft.	$30.00-40.00	Same
Pittsburgh		
100,000 or more sq. ft.	$22.00-27.00	Up 5-10%
60,000-99,999 sq. ft.	$24.00-27.00	Up 5-10%
40,000-59,999 sq. ft.	$25.00-29.00	Up 5-10%
20,000-39,999 sq. ft.	$27.00-33.00	Up 5-10%
5,000-19,999 sq. ft.	$30.00-35.00	Up 5-10%
Less than 5,000 sq. ft.	$35.00	Up 5%
Syracuse		
100,000 or more sq. ft.	$25.00	Down 5%
60,000-99,999 sq. ft.	$25.00	Down 5%
40,000-59,999 sq. ft.	$26.00	Down 5%
20,000-39,999 sq. ft.	$26.00	Down 5%
5,000-19,999 sq. ft.	$27.00	Down 5%
Less than 5,000 sq. ft.	$28.00	Down 5%

Northeast Vacancy Situation Remains Tight

Moderate to substantial shortages of prime industrial properties were reported in most of the region. However, there were reports of oversupply of the largest structures in Boston, Buffalo, and Philadelphia. Average shelf life ranged from a low of one month for small buildings in New York city and Suburban New York to a high of 30 months for large buildings in Buffalo.

EXHIBIT 16
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE NORTHEAST

	Vacancy Situation	Average Shelf Life (Months)
Boston		
100,000 or more sq. ft.	Moderate Oversupply	3-6
60,000-99,999 sq. ft.	Mixed	2-4
40,000-59,999 sq. ft.	Mixed	2-4
20,000-39,999 sq. ft.	Mixed	2-4
5,000-19,999 sq. ft.	Mixed	2-4
Less than 5,000 sq. ft.	Mixed	2-4
Buffalo		
100,000 or more sq. ft.	Moderate Oversupply	30
60,000-99,999 sq. ft.	Balanced Market-Moderate Oversupply	NA
40,000-59,999 sq. ft.	Balanced Market-Moderate Oversupply	9
20,000-39,999 sq. ft.	Moderate Shortage	NA
5,000-19,999 sq. ft.	Moderate Shortage	NA
Less than 5,000 sq. ft.	Balanced Market-Moderate Shortage	NA
New York City		
100,000 or more sq. ft.	Substantial Shortage	3
60,000-99,999 sq. ft.	Substantial Shortage	3-4
40,000-59,999 sq. ft.	Substantial-Moderate Shortage	3-4
20,000-39,999 sq. ft.	Substantial-Moderate Shortage	2-3
5,000-19,999 sq. ft.	Substantial Shortage	1-2
Less than 5,000 sq. ft.	Substantial Shortage	1

EXHIBIT 16
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE NORTHEAST

	Vacancy Situation	Average Shelf Life (Months)
Suburban New York City		
100,000 or more sq. ft.	Substantial Shortage	6
60,000-99,999 sq. ft.	Substantial Shortage	6
40,000-59,999 sq. ft.	Substantial Shortage	4
20,000-39,999 sq. ft.	Moderate Shortage	3
5,000-19,999 sq. ft.	Moderate Shortage	2
Less than 5,000 sq. ft.	Moderate Shortage	1
Philadelphia		
100,000 or more sq. ft.	Moderate-Substantial Oversupply	12-15
60,000-99,999 sq. ft.	Balanced Market-Moderate Oversupply	10-12
40,000-59,999 sq. ft.	Balanced Market	5-8
20,000-39,999 sq. ft.	Mixed	8
5,000-19,999 sq. ft.	Balanced Market-Moderate Shortage	5-8
Less than 5,000 sq. ft.	Moderate Shortage	3-6
Pittsburgh		
100,000 or more sq. ft.	Substantial Shortage	7-8
60,000-99,999 sq. ft.	Substantial Shortage	6-7
40,000-59,999 sq. ft.	Balanced Market-Substantial Shortage	5-6
20,000-39,999 sq. ft.	Moderate Shortage	3
5,000-19,999 sq. ft.	Balanced Market-Moderate Shortage	3
Less than 5,000 sq. ft.	Balanced Market-Substantial Shortage	3
Syracuse		
100,000 or more sq. ft.	Balanced Market	9
60,000-99,999 sq. ft.	Balanced Market	9
40,000-59,999 sq. ft.	Balanced Market	9
20,000-39,999 sq. ft.	Balanced Market	9
5,000-19,999 sq. ft.	Moderate Shortage	4
Less than 5,000 sq. ft.	Moderate Shortage	4

Warehousing/Distribution Continues to Be Most Dominant Use

Warehousing and distribution functions absorbed at least 40 percent of the available industrial space in all areas except Boston, which reported

that these functions accounted for only one-fifth to one-fourth of the available space. Boston continues to be the only area in the Region with a majority of absorption devoted to research and development.

EXHIBIT 17
COMPOSITION OF ABSORPTION
IN THE NORTHEAST

	Industry			Inside/Outside Industrial Park	
	Warehousing/ Distribution	Manufacturing	Research and Development	Inside	Outside
Boston	10-25%	20-25%	50-70%	10-50%	50-90%
Buffalo	50-85%	10-45%	5-20%	10-50%	50-90%
New York City	65-75%	23-30%	2-5%	NA	99%
Suburban New York City	70%	25%	5%	30%	70%
Philadelphia	40-65%	27-50%	8-10%	50-85%	15-50%
Pittsburgh	60%	15-30%	10-25%	50-55%	45-50%
Syracuse	60%	30%	10%	30%	70%

Industrial Revenue Bonds Continue to Provide Northeast Financing

As in the Fall of 1981 survey, industrial revenue bonds continue to provide the bulk of mortgage money in the Northeast. Other sources mentioned as primary sources were owner financing, pension funds and commercial banks. Interest rates ranged from 10 percent to the prime interest rate. The availability of money from metropolitan area to another varied all of the way from ample to ti

EXHIBIT 18
MORTGAGE FINANCING FOR INDUSTRIAL PROPERTIES
IN THE NORTHEAST

	Most Important Source	Most Prevalent Interest Rate	Money Supply Availability
Boston	Pension Funds-Ind. Rev. Bonds	12.0%	Moderate-Tight
Buffalo	Ind. Rev. Bonds	12.0%- **	Moderate-Tight
New York City	Ind. Rev. Bonds-Owner Financing	12.0%	Ample
Suburban New York City	Ind. Rev. Bonds	12.0%	Moderate
Philadelphia	Ind. Rev. Bonds-Commercial Banks	10.0-13.0%	Moderate-Tight
Pittsburgh	Ind. Rev. Bonds	11.8-12.0%	Ample-Moderate
Syracuse	Owner Financing	14.0%	Tight

** prime

Outlook

The Northeast panelists expect prices and construction costs to remain stable or increase moderately over the next twelve months. They also expect dollar volume and interest rates to remain unchanged or decrease moderately. Absorption presents the most mixed set of expectations from metropolitan area to area, with both increases and decreases expected.

EXHIBIT 19
OUTLOOK FOR INDUSTRIAL REAL ESTATE ACTIVITY FOR NEXT 12 MONTHS
IN THE NORTHEAST

	Prices		Dollar Volume	
	Sales	Leases	Sales	Leases
Boston	Same-Up 10%	Same-Up 10%	Mixed	Down 10%-Same
Buffalo	M ed	Same-Up 10%	Down 10%-Same	Down 10%-Same
New York City	Same-Up 5%	Same-Up 5%	Same	Same
Suburban New York City	Same	Same	Same	Same
Philadelphia	Same-Up 10%	Same-Up 20%	Mixed	Mixed
Pittsburgh	Same-Up 1 %	Same-Up 5%	Same	Same
Syracuse	Up 10%	Up 10%	Down 10%	Down 10%

	Construction Costs	Absorption	Interest Rates
Boston	Same-Up 10%	Down 10%-Same	Mixed
Buffalo	Same-Up 10%	Down 10%-Same	NA
New York City	Same-Up 10%	Down 10%-Same	Down 2%-Same
Suburban New York City	Same	Same	Same
Philadelphia	Same-Up 15%	Same-Up 50%	Same
Pittsburgh	Up 5%	Same-Up 1 %	Down 2%-Same
Syracuse	Same	Same	Same

NORTH CENTRAL REGION

Fifteen North Central metropolitan areas are covered in our Spring Survey: Akron, Chicago, Cincinati, Cleveland, Columbus, Des Moines, Detroit, Indianapolis, Milwaukee, Minneapolis, Omaha, St. Louis, South Bend, Southern Indiana and Wichita.

Dollar Volume Declines Further

The North Central metropolitan areas have generally experienced across the board declines in dollar volume of sales and leases over the past 12 months. Minneapolis in particular experienced a significant decline. Only Akron, Chicago, Cleveland, and Detroit had isolated reports of increases in activity.

EXHIBIT 20
DOLLAR VOLUME OF SALES AND LEASES COMPARED TO
A YEAR AGO IN THE NORTH CENTRAL

	Manufacturing		Warehousing/ Distribution		Research and Development	
	Sales	Leases	Sales	Leases	Sales	Leases
Akron	Mixed	Mixed	Mixed	Mixed	Mixed	Mixed
Chicago	Up 10%	Same	Up 5%	Same	Up 10%	Up 5%
Cincinnati	Down 30-40%	Down 30-40%	Down 25-30%	Down 20-30%	Down 40%	Down 40%
Cleveland	Down 20%-Same	Down 50%-Same	Down 5%-Same	Same-Up 5%	Same	Same
Columbus	Down 10%	Down 10%	Same	Down 10%	Same	Same
Des Moines	Down 10%	Down 10%	Down 10%	Down 10%	Same	Same
Detroit	Down 20-40%	Down 20-40%	Down 15-40%	Down 15-40%	Mixed	Mixed
Indianapolis	Down 20%-Same	Down 20%-Same	Down 10%-Same	Down 20%-Same	Down 10%-Same	Down 20%-Same
Milwaukee	Down 20-25%	Down 10-30%	Down 20-25%	Down 10-50%	Same	Same
Minneapolis	Down 50%	Down 35-50%	Down 50%	Down 25-55%	Down 25-70%	Down 25-55%
Omaha	Down 20%	Down 20%	Down 20%	Down 20%	Down 12%	Down 25%
St. Louis	Same	Same	Same	Same	Same	Same
South Bend	Same	Same	Same	Same	Same	Same
South Indiana	Down 20%	Down 50%	Down 40%	Down 50%	NA	Same
Wichita	Down 5%	Down 5%	Down 5%	Down 5%	Same	Same

Sale Prices Continue to Moderate

Sales prices of prime industrial buildings in the North Central ranged from exceptional lows of $1.00 a square foot in central city Detroit to a high of $40.00 a square foot in Minneapolis. In general, prices in the North Central region have been stable or have fallen slightly over the past year.

EXHIBIT 21
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Akron				
100,000 or more sq. ft.	NA	NA	NA	NA
60,000-99,999 sq. ft.	NA	NA	$14.00-17.00	Same
40,000-59,999 sq. ft.	NA	NA	$15.00-18.00	Down 15%-Same
20,000-39,999 sq. ft.	$20.00-25.00	Down 15%-Same	$16.00-20.00	Down 15%-Same
5,000-19,999 sq. ft.	$22.00-28.00	Down 15%-Same	$18.00-25.00	Down 15%-Same
Less than 5,000 sq. ft.	$26.00-34.00	Down 15%-Same	$20.00-30.00	Down 15%-Same
Chicago				
100,000 or more sq. ft.	$14.00	Down 10%	$19.00	Down 10%
60,000-99,999 sq. ft.	$16.00	Down 10%	$22.00	Down 10%
40,000-59,999 sq. ft.	$18.00	Down 10%	$24.00	Down 10%
20,000-39,999 sq. ft.	$20.00	Down 10%	$25.00	Down 10%
5,000-19,999 sq. ft.	$21.00	Down 10%	$29.00	Down 10%
Less than 5,000 sq. ft.	$30.00	Down 10%	$32.00	Down 10%
Cincinnati				
100,000 or more sq. ft.	$16.00-17.00	Down 5-10%	$16.00-17.00	Down 5-10%
60,000-99 999 sq. ft.	$18.00-19.00	Down 5-10%	$18.00	Down 5-10%
40,000-59,999 sq. ft.	$18.00-20.00	Down 5-10%	$18.00-20.00	Down 5-10%
20,000-39,999 sq. ft.	$19.00-21.00	Down 5-10%	$19.00-21.00	Down 5%
5,000-19,999 sq. ft.	$21.00-22.00	Down 5-10%	$19.00-22.00	Down 5%
Less than 5,000 sq. ft.	$24.00	Down 5%	$24.00	Down 5%

EXHIBIT 21
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Cleveland				
100,000 or more sq. ft.	$16.00-17.00	Same	$11.00-19.00	Same-Up 5%
60,000-99 999 sq. ft.	$17.00	Same	$18.00-20.00	Same-Up 5%
40,000-59,999 sq. ft.	$18.00	Same	$20.00-23.00	Same
20,000-39,999 sq. ft.	$18.00-22.00	Same-Up 5%	$22.00-24.00	Same
5,000-19,999 sq. ft.	$20.00-28.00	Same-Up 10%	$28.00-30.00	Same
Less than 5,000 sq. ft.	$22.00-32.00	Same-Up 10%	$35.00-38.00	Same-Up 10%
Columbus				
100,000 or more sq. ft.	$15.00	Down 10%	$15.00	Down 10%
60,000-99,999 sq. ft.	NA	NA	NA	NA
40,000-59,999 sq. ft.	$14.00	Down 10%	$14.00	Down 10%
20,000-39,999 sq. ft.	$15.00	Down 10%	$15.00	Down 10%
5,000-19,999 sq. ft.	$22.00	Down 10%	$22.00	Down 10%
Less than 5,000 sq. ft.	$21.00	Down 10%	$21.00	Down 10%
Des Moines				
100,000 or more sq. ft.	$15.00-16.00	Mixed	$20.00	Same
60,000-99,999 sq. ft.	$15.00-16.00	Mixed	$20.00	Same
40,000-59,999 sq. ft.	$15.00-18.00	Mixed	$17.00-20.00	Same
20,000-39,999 sq. ft.	$16.00-18.00	Mixed	$17.00-20.00	Same
5,000-19,999 sq. ft.	$18.00-22.00	Mixed	$20.00-22.00	Down 5%-Same
Less than 5,000 sq. ft.	$20.00	Down 10%	$25.00	Same
Detroit				
100,000 or more sq. ft.	$1.00-10.00	Down 15-20%	$8.00-18.00	Down 10-15%
60,000-99,999 sq. ft.	$2.00-10.00	Down 20%-Same	$10.00-20.00	Down 10-15%
40,000-59,999 sq. ft.	$2.00-12.00	Down 20%-Same	$15.00-22.00	Down 10-15%
20,000-39,999 sq. ft.	$3.00-12.00	Down 20%-Same	$18.00-24.00	Down 10%
5,000-19,999 sq. ft.	$5.00-15.00	Down 10%-Same	$20.00-28.00	Down 10%
Less than 5,000 sq. ft.	$5.00-20.00	Same	$28.00-35.00	Down 5%-Same

EXHIBIT 21
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Indianapolis				
100,000 or more sq. ft.	NA	NA	$12.00-20.00	Down 10%-Same
60,000-99,999 sq. ft.	NA	NA	$13.00-23.00	Mixed
40,000-59,999 sq. ft.	$20.00	Up 10%	$14.00-25.00	Mixed
20,000-39,999 sq. ft.	$15.00	Down 25%	$15.00-24.00	Mixed
5,000-19,999 sq. ft.	$13.00-20.00	Down 25%-Same	$17.00-26.00	Mixed
Less than 5,000 sq. ft.	$15.00-25.00	Down 20%-Same	$20.00-32.00	Mixed
Milwaukee				
100,000 or more sq. ft.	$15.00	Down 5%	$10.00-18.00	Mixed
60,000-99,999 sq. ft.	$15.00	Down 5%	$12.00-20.00	Down 5%-Same
40,000-59,999 sq. ft.	$18.00	Down 5%	$15.00-20.00	Down 5%-Same
20,000-39,999 sq. ft.	$18.00	Down 5%	$18.00-20.00	Down 5%-Same
5,000-19,999 sq. ft.	$18.00	Down 5%	$15.00-23.00	Mixed
Less than 5,000 sq. ft.	$20.00	Down 5%	$15.00-25.00	Mixed
Minneapolis				
100,000 or more sq. ft.	$20.00	Same	$18.00	Same
60,000-99,999 sq. ft.	$22.00	Same	$20.00-24.00	Same-Up 10%
40,000-59,999 sq. ft.	$23.00	Same	$22.00	Same
20,000-39,999 sq. ft.	$26.00	Same	$25.00-26.00	Same-Up 5%
5,000-19,999 sq. ft.	$30.00	Same	$25.00-28.00	Down 10%-Same
Less than 5,000 sq. ft.	$40.00	Same	$35.00	Down 10-12%
Omaha				
100,000 or more sq. ft.	$10.00-12.00	Down 10%	$15.00-16.00	Down 10%
60,000-99,999 sq. ft.	$11.00-13.00	NA	$17.00	Same
40,000-59,999 sq. ft.	$11.00-13.00	Same	$18.00-20.00	Same
20,000-39,999 sq. ft.	$14.00-15.00	Same	$18.00-20.00	Same
5,000-19,999 sq. ft.	$15.00	Up 10%	$22.00	Up 10%
Less than 5,000 sq. ft.	$16.00-18.00	Up 10%	$24.00	Up 10%

EXHIBIT 21
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
St. Louis				
100,000 or more sq. ft.	$14.00	Same	$18.00	Same
60,000-99,999 sq. ft.	$15.00	Same	$20.00	Same
40,000-59,999 sq. ft.	$16.00	Same	$21.00	Same
20,000-39,999 sq. ft.	$16.00	Same	$23.00	Same
5,000-19,999 sq. ft.	$17.00	Same	$25.00	Up 10%
Less than 5,000 sq. ft.	$20.00	Same	$30.00	Up 10%
South Bend				
100,000 or more sq. ft.	NA	NA	$10.00	Same
60,000-99,999 sq. ft.	NA	NA	$10.00	Same
40,000-59 999 sq. ft.	NA	NA	$12.00	Same
20,000-39,999 sq. ft.	NA	NA	$12.00	Same
5,000-19,999 sq. ft.	NA	NA	$15.00	Same
Less than 5,000 sq. ft.	NA	NA	$17.00	Same
South Indiana				
100,000 or more sq. ft.	$17.00	Same	NA	NA
60,000-99,999 sq. ft.	$20.00	Same	NA	NA
40,000-59,999 sq. ft.	$20.00	Same	NA	NA
20,000-39,999 sq. ft.	$22.00	Same	NA	NA
5,000-19,999 sq. ft.	$24.00	Same	NA	NA
Less than 5,000 sq. ft.	$26.00	Same	NA	NA
Wichita				
100,000 or more sq. ft.	NA	NA	NA	NA
60,000-99 999 sq. ft.	$16.00	Same	$16.00	Same
40,000-59,999 sq. ft.	$16.00	Same	$16.00	Same
20,000-39,999 sq. ft.	$15.00	Same	$15.00	Same
5,000-19,999 sq. ft.	$18.00	Same	$18.00	Same
Less than 5,000 sq. ft.	$20.00	Up 10%	$20.00	Up 10%

Site Prices

Site prices in this region also varied widely. For example, improved sites in the central cities ranged from less than $.50 a square foot in Akron up to $4.00 a square foot in Cleveland. Changes across the region in site prices over the past 12 months have been moderate with many reports of no change of decreases.

EXHIBIT 22
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE NORTH CENTRAL

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Akron				
Improved				
Less than 2 acres	$0.35-0.50	Down 10%-Same	$0.40-0.55	Down 10%-Same
2-5 acres	$0.35-0.50	Down 10%-Same	$0.40-0.55	Down 10%-Same
6-9 acres	$0.35-0.50	Down 10%-Same	$0.30-0.45	Down 10%-Same
10 or more acres	NA	NA	$0.30-0.45	Down 10%-Same
Unimproved				
Less than 10 acres	$0.20-0.35	Same	$0.10-0.25	Down 10%-Same
10-99 acres	NA	NA	$0.10-0.25	Down 10%-Same
100 or more acres	NA	NA	$0.05-0.65	Down 10%-Same
Chicago				
Improved				
Less than 2 acres	$2.25	Same	$3.00	Same
2-5 acres	$2.00	Same	$2.75	Same
6-9 acres	$1.85	Same	$2.00	Same
10 or more acres	$1.75	Same	$1.50	Same
Unimproved				
Less than 10 acres	NA	NA	$1.00	Same
10-99 acres	NA	NA	$0.75	Same
100 or more acres	NA	NA	$0.50	Same

EXHIBIT 22
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE NORTH CENTRAL

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Cincinnati				
Improved				
Less than 2 acres	$2.50-3.00	Down 10-20%	$1.00-1.50	Down 15%-Same
2-5 acres	$2.50-3.00	Down 10-20%	$1.00-1.50	Down 15%-Same
6-9 acres	NA	NA	$1.00	Down 15%-Same
10 or more acres	NA	NA	NA	NA
Unimproved				
Less than 10 acres	NA	NA	$0 70	Down 10%-Same
10-99 acres	NA	NA	$0.60	Down 10%-Same
100 or more acres	NA	NA	$0.25-0.30	Down 10%-Same
Cleveland				
Improved				
Less than 2 acres	$3.50-4.00	Same	$0.60-1.80	Same
2-5 acres	$3.00	Same	$0.60-1.80	Same
6-9 acres	$2.00	Same	$0.60-1.80	Same
10 or more acres	$1.00	Same	$0.60-1.80	Same
Unimproved				
Less than 10 acres	NA	NA	$0.35	Same
10-99 acres	NA	NA	$0.25	Same
100 or more acres	NA	NA	$0.20	Same
Columbus				
Improved				
Less than 2 acres	$0.85	Down 5%	NA	NA
2-5 acres	$0.77	Down 10%	NA	NA
6-9 acres	$0.69	Same	NA	NA
10 or more acres	$0.35	Down 10%	NA	NA
Unimproved				
Less than 10 acres	$0.20	Down 10%	NA	NA
10-99 acres	NA	NA	NA	NA
100 or more acres	NA	NA	NA	NA

EXHIBIT 22
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE NORTH CENTRAL

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Des Moines				
Improved				
Less than 2 acres	$1.50	Same	$1.10-1.35	Same
2-5 acres	$1.50	Same	$1.25	Same
6-9 acres	$1.20	Same	$0.85-0.90	Same
10 or more acres	$1.00	Same	$0.75	Same
Unimproved				
Less than 10 acres	$0.60	Same	$0.20-0.25	Same
10-99 acres	$0.60	Same	$0.15	Same
100 or more acres	NA	NA	$0.10	Same
Detroit				
Improved				
Less than 2 acres	$0.60-1.50	Down 10%	$1.25-2.00	Down 20%-Same
2-5 acres	$0.50-1.20	Down 10%	$1.20-1.85	Down 15%-Same
6-9 acres	$0.30-1.00	Down 10%	$0.75-1.60	Down 10%-Same
10 or more acres	$1.00	NA	$0.60-1.00	Down 10%-Same
Unimproved				
Less than 10 acres	NA	NA	$0.30-1.00	Down 10%-Same
10-99 acres	NA	NA	$0.05-0.25	Down 10-15%
100 or more acres	NA	NA	$0.05-0.10	Down 10%
Indianapolis				
Improved				
Less than 2 acres	$1.00-3.00	Same	$1.00-2.00	Same
2-5 acres	$0.50-1.50	Same	$1.00-1.50	Same
6-9 acres	$0.50-1.00	Same	$0.75-1.25	Same
10 or more acres	NA	NA	$0.40-1.00	Same
Unimproved				
Less than 10 acres	NA	NA	$0.30-0.40	Down 5%-Same
10-99 acres	NA	NA	$0.20-0.30	Down 5%-Same
100 or more acres	NA	NA	$0.15-0.30	Down 5%-Same

EXHIBIT 22
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE NORTH CENTRAL

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Milwaukee				
Improved				
Less than 2 acres	$0.60-1.00	Same	$0.65-1.00	Same-Up 20%
2-5 acres	$0.75-1.00	Down 25%-Same	$1.00	Same-Up 20%
6-9 acres	$0.75-1.00	Down 25%-Same	$0.60-1.00	Same-Up 5%
10 or more acres	$0.75	Down 25%-Same	$0.50-0.90	Same-Up 10%
Unimproved				
Less than 10 acres	$0.25	Same	$0.20-0.25	Same-Up 10%
10-99 acres	$0.20	Same	$0.15	Same-Up 10%
100 or more acres	$0.15	Same	$0.10-0.15	Same-Up 10%
Minneapolis				
Improved				
Less than 2 acres	$2.25	Same	$1.50	Same
2-5 acres	$2.00	Same	$1.50-1.60	Same-Up 5%
6-9 acres	$1.75	Same	$1.00-1.12	Same-Up 20%
10 or more acres	$1.75	Same	$1.00	Same-Up 25%
Unimproved				
Less than 10 acres	NA	NA	$0.60	Same
10-99 acres	NA	NA	$0.40-0.50	Same
100 or more acres	NA	NA	$0.30-0.33	Same-Up 10%
Omaha				
Improved				
Less than 2 acres	$0.70-1.00	Same	$0.70-1.35	Same
2-5 acres	$0.70-1.00	Same	$0.70-1.25	Same
6-9 acres	$0.60-0.90	Same	$0.60-1.00	Down 10%
10 or more acres	$0.50-0.85	Down 5%	$0.60-0.85	Down 10%
Unimproved				
Less than 10 acres	NA	NA	$0.40-0.50	Down 10%
10-99 acres	NA	NA	$0.30-0.50	Down 10%
100 or more acres	NA	NA	$0.30-0.50	Down 15%

EXHIBIT 22
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE NORTH CENTRAL

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
St. Louis				
Improved				
Less than 2 acres	$1.35	Same	$1.75	Up 10%
2-5 acres	$1.25	Same	$1.50	Up 10%
6-9 acres	$1.10	Same	$1.25	Up 10%
10 or more acres	$1.00	Same	$1.15	Up 10%
Unimproved				
Less than 10 acres	$1.00	Same	$0.75	Same
10-99 acres	NA	NA	$0.35	Same
100 or more acres	NA	NA	$0.25	Same
South Bend				
Improved				
Less than 2 acres	NA	NA	$0.50	Up 20%
2-5 acres	NA	NA	$0.50	Up 20%
6-9 acres	NA	NA	$0.50	Up 20%
10 or more acres	NA	NA	$0.50	Up 20%
Unimproved				
Less than 10 acres	NA	NA	$0.25	Same
10-99 acres	NA	NA	$0.15	Same
100 or more acres	NA	NA	$0.10	Same
South Indiana				
Improved				
Less than 2 acres	$1.50	Up 5%	$0.90-1.50	Same
2-5 acres	$1.40	Down 5%	$0.75-1.25	Same
6-9 acres	$1.00	NA	$0.70-1.25	Same
10 or more acres	$0.90	Down 5%	$0.70-1.00	Same
Unimproved				
Less than 10 acres	NA	NA	$0.60	Same
10-99 acres	NA	NA	$0.50	Same
100 or more acres	NA	NA	$0.40	Same

EXHIBIT 22
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE NORTH CENTRAL

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Wichita				
Improved				
Less than 2 acres	$2.30	Same	$2.30	Same
2-5 acres	$2.30	Same	$2.30	Same
6-9 acres	NA	NA	$2.00	Same
10 or more acres	NA	NA	NA	NA
Unimproved				
Less than 10 acres	NA	NA	$0.30	Same
10-99 acres	NA	NA	$0.10	Same
100 or more acres	NA	NA	NA	NA

Lease Prices Also Stable

Lease prices in the North Central usually ranged around $1.00 to $3.00 a square foot in the central cities and $2.00 to $4.00 a square foot in the suburbs. Again, prices have tended to be relatively stable over the past 12 months.

EXHIBIT 23
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Akron				
100,000 or more sq. ft.	NA	NA	$0.90-1.50	Same
60,000-99,999 sq. ft.	NA	NA	$1.00-1.75	Down 5%-Same
40,000-59,999 sq. ft.	$1.50-2.25	Down 15%-Same	$1.75-2.50	Mixed
20,000-39,999 sq. ft.	$2.00-2.75	Down 15%-Same	$2.00-2.50	Down 5%-Same
5,000-19,999 sq. ft.	$2.25-2.75	Down 5-10%	$2.50-3.25	Mixed
Less than 5,000 sq. ft.	$2.75-4.00	Same-Up 5%	$3.00-3.75	Same-Up 5%

EXHIBIT 23
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Chicago				
100,000 or more sq. ft.	$2.50	Down 5%	$3.05	Down 5%
60,000-99,999 sq. ft.	$2.50	Down 5%	$3.20	Down 5%
40,000-59,999 sq. ft.	$2.60	Down 5%	$3.30	Down 5%
20,000-39,999 sq. ft.	$2.75	Down 5%	$3.55	Down 5%
5,000-19,999 sq. ft.	$3.00	Down 5%	$3.90	Down 5%
Less than 5,000 sq. ft.	$3.50	Down 5%	$4.25	Down 5%
Cincinnati				
100,000 or more sq. ft.	NA	Down 5%	$1.75-2.00	Down 10%-Same
60,000-99,999 sq. ft.	$1.75-2.50	Down 5-10%	$1.75-2.00	Down 10%-Same
40,000-59,999 sq. ft.	$2.00-2.50	Down 5-10%	$1.75-2.00	Down 10%-Same
20,000-39,999 sq. ft.	$2.20-2.75	Down 5-10%	$2.00-2.25	Down 10%-Same
5,000-19,999 sq. ft.	$2.50-3.00	Down 10%-Same	$2.25-2.50	Down 10%-Same
Less than 5,000 sq. ft.	NA	NA	$3.00-3.50	Down 10%-Same
Cleveland				
100,000 or more sq. ft.	$1.60-2.10	Down 10%-Same	$1.80-3.00	Same
60,000-99,999 sq. ft.	$1.90-2.25	Same	$2.10-3.15	Same
40,000-59,999 sq. ft.	$2.00-2.45	Same	$2.20-3.25	Same
20,000-39,999 sq. ft.	$2.25-2.75	Same	$2.30-3.50	Same-Up 5%
5,000-19,999 sq. ft.	$2.80-3.00	Same	$3.50-4.25	Same-Up 10%
Less than 5,000 sq. ft.	$3.10-3.40	Same	$4.00-4.50	Up 5-10%
Columbus				
100,000 or more sq. ft.	$1.65	Down 20%	NA	NA
60,000-99,999 sq. ft.	$1.62	Down 25%	NA	NA
40,000-59,999 sq. ft.	$2.27	Same	NA	NA
20,000-39,999 sq. ft.	$1.76	Down 25%	NA	NA
5,000-19,999 sq. ft.	$2.48	Down 10%	NA	NA
Less than 5,000 sq. ft.	$2.87	Down 10%	NA	NA
Des Moines				
100,000 or more sq. ft.	$2.50	Down 10%	$2.50	Down 10%
60,000-99,999 sq. ft.	$2.50	Down 10%	$2.50	Down 10%
40,000-59,999 sq. ft.	$2.50	Down 10%	$2.50	Down 10%
20,000-39,999 sq. ft.	$3.00	Down 10%	$3.00	Down 10%
5,000-19,999 sq. ft.	$3.25	Down 10%	$3.25	Down 10%
Less than 5,000 sq. ft.	$3.50	Down 10%	$3.50	Down 10%

EXHIBIT 23
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Detroit				
100,000 or more sq. ft.	$0.75-2.00	Down 10%-Same	$1.75-2.50	Down 10-15%
60,000-99,999 sq. ft.	$1.00-2.25	Down 10%-Same	$1.75-2 50	Down 10-15%
40,000-59,999 sq. ft.	$1.25-2.50	Down 10%-Same	$2.00-3.00	Down 10-15%
20,000-39,999 sq. ft.	$1.50-2.50	Down 10%-Same	$2.75-3.50	Down 10%
5,000-19,999 sq. ft.	$1.75-2.75	Down 10%-Same	$3.50-4.00	Down 10%
Less than 5,000 sq. ft.	$2.00-3.00	Down 10%-Same	$3.80-4.50	Down 5%-Same
Indianapolis				
100,000 or more sq. ft.	NA	NA	$1.90-2.75	Mixed
60 000-99 999 sq. ft.	NA	NA	$2.00-2.75	Mixed
40,000-59,999 sq. ft.	$1.75	Up 20%	$2.25-3.00	Mixed
20,000-39,999 sq. ft.	$2.00	Up 5-10%	$2.90-3.25	Same-Up 10%
5,000-19,999 sq. ft.	$2.25-2.50	Up 5%	$3.15-3.75	Same-Up 10%
Less than 5,000 sq. ft.	$2.50-3.00	Same-Up 5%	$3.75-4.85	Same-Up 10%
Milwaukee				
100,000 or more sq. ft.	$3.00	Same	$2.35-3.25	Down 15%-Same
60,000-99,999 sq. ft.	$3.30	Same	$2.35-3.25	Down 15%-Same
40,000-59,999 sq. ft.	$3.30	Same	$2.35-3.25	Down 20%-Same
20,000-39,999 sq. ft.	$3.00	Same	$3.00-4.00	Down 10%-Same
5,000-19,999 sq. ft.	$2.75	Same	$3.00-5.00	Down 5%-Same
Less than 5,000 sq. ft.	$2.75	Same	$2.75-6.00	Down 5%-Same
Minneapolis				
100,000 or more sq. ft.	$2.55	Same	$2.50-3.40	Mixed
60,000-99,999 sq. ft.	$2.65	Same	$2.60-3.60	Mixed
40,000-59,999 sq. ft.	$2.70	Same	$2.60-3.75	Mixed
20,000-39,999 sq. ft.	$2.90	Same	$2.75-3.75	Mixed
5,000-19,999 sq. ft.	$2.80	Down 10%	$3.00-4.50	Mixed
Less than 5,000 sq. ft.	$3.00	Down 10%	$3.25-4.50	Mixed
Omaha				
100,000 or more sq. ft.	NA	NA	$1.50-1.90	Down 5%
60,000-99,999 sq. ft.	$1.00-1.20	Same	$1.50-2.00	Down 5%
40,000-59,999 sq. ft.	$1.20-1.60	Same	$1.60-2.00	Same
20,000-39,999 sq. ft.	$1.50-1.70	Up 5%	$1.70-2.10	Same
5,000-19,999 sq. ft.	$1.70-2.25	Up 10%	$2.00-2.75	Up 10%
Less than 5,000 sq. ft.	$1.75-2.35	Up 10%	$2.00-2.35	Up 10%

EXHIBIT 23
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
St. Louis				
100,000 or more sq. ft.	$1.15	Same	$2.35	Same
60,000-99,999 sq. ft.	$1.35	Same	$2.60	Same
40,000-59,999 sq. ft.	$1.50	Same	$2.75	Same
20,000-39,999 sq. ft.	$1.75	Same	$3.00	Same
5,000-19,999 sq. ft.	$2.00	Same	$3.35	Same
Less than 5,000 sq. ft.	$2.35	Same	$3.75	Same
South Bend				
100,000 or more sq. ft.	NA	NA	$1.50	Same
60,000-99,999 sq. ft.	NA	NA	$1.50	Same
40,000-59,999 sq. ft.	NA	NA	$1.80	Same
20,000-39,999 sq. ft.	NA	NA	$2.00	Same
5,000-19,999 sq. ft.	NA	NA	$2.50	Same
Less than 5,000 sq. ft.	NA	NA	$3.00	Same
South Indiana				
100,000 or more sq. ft.	$1.75-2.25	Down 5%	NA	NA
60,000-99,999 sq. ft.	$0.75-2.25	Down 5%	NA	NA
40,000-59 999 sq. ft.	$2.00	Same	NA	NA
20,000-39,999 sq. ft.	$2.25	Same	NA	NA
5,000-19,999 sq. ft.	$2.40	Same	NA	NA
Less than 5,000 sq. ft.	$2.75-3.00	Same	NA	NA
Wichita				
100,000 or more sq. ft.	NA	NA	NA	NA
60,000-99,999 sq. ft.	NA	NA	NA	NA
40,000-59,999 sq. ft.	$2.20	Same	$2.20	Same
20,000-39,999 sq. ft.	$2.20	Same	$2.20	Same
5,000-19,999 sq. ft.	$2.35	Same	$2.35	Same
Less than 5,000 sq. ft.	$3.00	Same	$3.00	Same

Rate of Construction

For the most part, construction of new industrial facilities is down moderately to substantially from a year ago in the North Central region. In fact, the most optimistic reports were those indicating no change in the construction rates in Akron, St. Louis, South Bend and Wichita.

EXHIBIT 24
RATE OF NEW CONSTRUCTION COMPARED TO A YEAR AGO
IN THE NORTH CENTRAL

	Manufacturing	Warehousing/ Distribution	Research and Development
Akron	Same	Same	Same
Chicago	Down Moderately	Down Moderately	Up Moderately
Cincinnati	Down Substantially	Down Substantially	Down Moderately-Substantially
Cleveland	Down Moderately-Substantially	Down Moderately-Substantially	Down Moderately
Columbus	Down Substantially	Down Substantially	Down Substantially
Des Moines	Down Substantially	Down Moderately	Down Substantially
Detroit	Down Substantially	Down Substantially	Down Moderately-Substantially
Indianapolis	Down Moderately-Substantially	Same-Down Moderately	Mixed
Milwaukee	Down Moderately-Substantially	Down Moderately-Substantially	Down Moderately-Substantially
Minneapolis	Down Substantially	Down Substantially	Down Moderately-Substantially
Omaha	Down Substantially	Down Substantially	Down Substantially
St. Louis	Same	Same	Same
South Bend	Same	Same	Same
South Indiana	Down Moderately	Down Substantially	Down Substantially
Wichita	Same	Same	Same

Construction Costs Stable

Construction costs in this region ranged from lows of $12.00 a square foot for large buildings in South Bend to up to $60.00 a square foot for small buildings in Indianapolis. Generally, construction costs were stable or had dropped over the past year across the region.

EXHIBIT 25
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL

	Cost Per Square Foor	Change From a Year Ago
Akron		
100,000 or more sq. ft.	$14.00-15.00	Down 10%-Same
60,000-99,999 sq. ft.	$15.00-16.00	Down 10%-Same
40,000-59,999 sq. ft.	$16.00-17.00	Down 10%-Same
20,000-39,999 sq. ft.	$18.00-20.00	Down 10%-Same
5,000-19,999 sq. ft.	$20.00-24.00	Down 10%-Same
Less than 5,000 sq. ft.	$24.00-28.00	Down 10%-Same
Chicago		
100,000 or more sq. ft.	$16.00	Same
60,000-99,999 sq. ft.	$17.00	Same
40,000-59,999 sq. ft.	$18.00	Same
20,000-39,999 sq. ft.	$20.00	Same
5,000-19,999 sq. ft.	$24.00	Same
Less than 5,000 sq. ft.	$28.00	Same
Cincinnati		
100,000 or more sq. ft.	$20.00-21.00	Down 15%
60,000-99,999 sq. ft.	$20.00-22.00	Down 15%
40,000-59,999 sq. ft.	$20.00-22.00	Down 15%
20,000-39,999 sq. ft.	$22.00-23.00	Down 10-15%
5,000-19,999 sq. ft.	$22.00-30.00	Down 10-15%
Less than 5,000 sq. ft.	$27.00-30.00	Down 10-15%
Cleveland		
100,000 or more sq. ft.	$23.00-25.00	Same
60,000-99 999 sq. ft.	$26.00-27.00	Same
40,000-59,999 sq. ft.	$27.00-29.00	Same
20,000-39 999 sq. ft.	$30.00-34.00	Same-Up 10%
5,000-19,999 sq. ft.	$32.00-38.00	Same-Up 10%
Less than 5,000 sq. ft.	$36.00-40.00	Same-Up 10%
Columbus		
100,000 or more sq. ft.	$20.00	Down 10%
60,000-99,999 sq. ft.	$20.00	Down 10%
40,000-59,999 sq. ft.	$22.00	Down 15%
20,000-39,999 sq. ft.	$22.00	Down 20%
5,000-19,999 sq. ft.	$26.00	Down 10%
Less than 5,000 sq. ft.	$30.00	Same

EXHIBIT 25
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL

	Cost Per Square Foor	Change From a Year Ago
Des Moines		
100,000 or more sq. ft.	$16.00	Same
60,000-99,999 sq. ft.	$16.00	Same
40,000-59,999 sq. ft.	$16.00-17.00	Same
20,000-39,999 sq. ft.	$18.00	Same
5,000-19,999 sq. ft.	$20.00	Same
Less than 5,000 sq. ft.	$22.00	Same
Detroit		
100,000 or more sq. ft.	$14.00-20.00	Same
60,000-99,999 sq. ft.	$14.00-20.00	Same
40,000-59,999 sq. ft.	$16.00-22.00	Same
20,000-39,999 sq. ft.	$20.00-24.00	Same
5,000-19,999 sq. ft.	$22.00-26.00	Same
Less than 5,000 sq. ft.	$25.00-30.00	Same
Indianapolis		
100,000 or more sq. ft.	$16.00-30.00	Same-Up 20%
60,000-99,999 sq. ft.	$18.00-35.00	Same-Up 20%
40,000-59,999 sq. ft.	$20.00-40.00	Same-Up 20%
20,000-39,999 sq. ft.	$20.00-45.00	Same-Up 20%
5,000-19,999 sq. ft.	$20.00-50.00	Same-Up 20%
Less than 5,000 sq. ft.	$25.00-60.00	Same-Up 20%
Milwaukee		
100,000 or more sq. ft.	$14.00-23.00	Down 5%-Same
60,000-99,999 sq. ft.	$16.00-22.00	Down 5%-Same
40,000-59,999 sq. ft.	$18.00-22.00	Down 5%-Same
20,000-39,999 sq. ft.	$20.00-22.00	Down 5%-Same
5,000-19,999 sq. ft.	$20.00-22.00	Down 5%-Same
Less than 5,000 sq. ft.	$20.00-30.00	Down 5%-Same
Minneapolis		
100,000 or more sq. ft.	$16.00-17.00	Down 5-10%
60,000-99,999 sq. ft.	$17.00-19.00	Down 10%-Same
40,000-59,999 sq. ft.	$20.00-21.00	Down 5-10%
20,000-39,999 sq. ft.	$23.00	Down 10%-Same
5,000-19,999 sq. ft.	$24.00-25.00	Down 5-10%
Less than 5,000 sq. ft.	$30.00-31.00	Down 5-10%

EXHIBIT 25
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE NORTH CENTRAL

	Cost Per Square Foot	Change From a Year Ago
Omaha		
100,000 or more sq. ft.	$15.00	Same
60,000-99,999 sq. ft.	$16.00	Same
40,000-59,999 sq. ft.	$16.00	Up 5%
20,000-39,999 sq. ft.	$18.00	Up 5%
5,000-19,999 sq. ft.	$22.00	Up 10%
Less than 5,000 sq. ft.	$26.00	Up 10%
St. Louis		
100,000 or more sq. ft.	NA	Same
60,000-99,999 sq. ft.	NA	Same
40,000-59,999 sq. ft.	NA	Same
20,000-39,999 sq. ft.	NA	Same
5,000-19,999 sq. ft.	NA	Same
Less than 5,000 sq. ft.	NA	Same
South Bend		
100,000 or more sq. ft.	$12.00	Same
60,000-99,999 sq. ft.	$12.00	Same
40,000-59,999 sq. ft.	$14.00	Same
20,000-39,999 sq. ft.	$16.00	Same
5,000-19,999 sq. ft.	$18.00	Same
Less than 5,000 sq. ft.	$24.00	Same
South Indiana		
100,000 or more sq. ft.	$15.00	Down 15%
60,000-99,999 sq. ft.	$16.00	Down 15%
40,000-59,999 sq. ft.	$17.00	Down 15%
20,000-39,999 sq. ft.	$18.00	Down 10%
5,000-19,999 sq. ft.	$20.00	Down 15%
Less than 5,000 sq. ft.	$24.00	Down 15%
Wichita		
100,000 or more sq. ft.	$18.00	Up 5%
60,000-99,999 sq. ft.	$20.00	Up 5%
40,000-59,999 sq. ft.	$20.00	Up 5%
20,000-39,999 sq. ft.	$22.00	Up 5%
5,000-19,999 sq. ft.	$22.00	Up 5%
Less than 5,000 sq. ft.	$23.00	Up 5%

Large Supply of Properties Available

Not surprisingly, most North Central metropolitan areas are reporting adequate or large supplies of prime industrial property currently on the market. However, there are some isolated reports of shortages for some size categories in selected areas. For instance, reports from Minneapolis and Akron cite shortages of smaller sized properties.

EXHIBIT 26
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE NORTH CENTRAL

	Vacancy Situation	Average Shelf Life (Months)
Akron		
100,000 or more sq. ft.	Moderate-Substantial Oversupply	21-24
60,000-99,999 sq. ft.	Moderate Oversupply	17-18
40,000-59,999 sq. ft.	Balanced Market-Moderate Oversupply	13-15
20,000-39,999 sq. ft.	Moderate Shortage	6-9
5,000-19,999 sq. ft.	Moderate Shortage	6
Less than 5,000 sq. ft.	Substantial Shortage	3-4
Chicago		
100,000 or more sq. ft.	Substantial Oversupply	24
60,000-99,999 sq. ft.	Substantial Oversupply	20
40,000-59,999 sq. ft.	Moderate Oversupply	18
20,000-39,999 sq. ft.	Moderate Oversupply	12
5,000-19,999 sq. ft.	Moderate Oversupply	8
Less than 5,000 sq. ft.	Moderate Oversupply	6
Cincinnati		
100,000 or more sq. ft.	Substantial Oversupply	24-30
60,000-99,999 sq. ft.	Substantial Oversupply	24-30
40,000-59,999 sq. ft.	Substantial Oversupply	24-30
20,000-39,999 sq. ft.	Moderate-Substantial Oversupply	18-30
5,000-19,999 sq. ft.	Moderate-Substantial Oversupply	18-30
Less than 5,000 sq. ft.	Moderate-Substantial Oversupply	18-30

EXHIBIT 26
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE NORTH CENTRAL

	Vacancy Situation	Average Shelf Life (Months)
Cleveland		
100,000 or more sq. ft.	Mixed	8-20
60,000-99,999 sq. ft.	Mixed	8-20
40,000-59,999 sq. ft.	Mixed	6-20
20,000-39,999 sq. ft.	Balanced Market-Moderate Oversupply	6-20
5,000-19,999 sq. ft.	Mixed	6-9
Less than 5,000 sq. ft.	Mixed	4-6
Columbus		
100,000 or more sq. ft.	Substantial Oversupply	18
60,000-99,999 sq. ft.	Moderate Oversupply	12
40,000-59,999 sq. ft.	Moderate Oversupply	12
20,000-39,999 sq. ft.	Moderate Oversupply	12
5,000-19,999 sq. ft.	Balanced Market	6
Less than 5,000 sq. ft.	Moderate Shortage	3
Des Moines		
100,000 or more sq. ft.	Moderate Oversupply	18
60,000-99,999 sq. ft.	Moderate Oversupply	18
40,000-59,999 sq. ft.	Balanced Market	10
20,000-39,999 sq. ft.	Balanced Market	6
5,000-19,999 sq. ft.	Balanced Market	4
Less than 5,000 sq. ft.	Balanced Market	4
Detroit		
100,000 or more sq. ft.	Moderate-Substantial Oversupply	12-18
60,000-99,999 sq. ft.	Moderate-Substantial Oversupply	12-18
40,000-59,999 sq. ft.	Moderate-Substantial Oversupply	9-12
20,000-39,999 sq. ft.	Moderate-Substantial Oversupply	8-12
5,000-19,999 sq. ft.	Substantial Oversupply	4-9
Less than 5,000 sq. ft.	Moderate-Substantial Oversupply	4-6
Indianapolis		
100,000 or more sq. ft.	Mixed	15
60,000-99,999 sq. ft.	Mixed	15
40,000-59,999 sq. ft.	Mixed	10
20,000-39,999 sq. ft.	Mixed	10
5,000-19,999 sq. ft.	Mixed	10
Less than 5,000 sq. ft.	Balanced Market-Moderate Shortage	4

EXHIBIT 26
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE NORTH CENTRAL

	Vacancy Situation	Average Shelf Life (Months)
Milwaukee		
100,000 or more sq. ft.	Balanced Market-Substantial Oversupply	12-24
60,000-99,999 sq. ft.	Moderate-Substantial Oversupply	12-18
40,000-59,999 sq. ft.	Moderate-Substantial Oversupply	12-18
20,000-39,999 sq. ft.	Balanced Market-Moderate Oversupply	6-12
5,000-19,999 sq. ft.	Balanced Market-Moderate Oversupply	5-8
Less than 5,000 sq. ft.	Mixed	4
Minneapolis		
100,000 or more sq. ft.	Moderate Oversupply	14-20
60,000-99,999 sq. ft.	Moderate Oversupply	12
40,000-59,999 sq. ft.	Balanced Market-Moderate Oversupply	10-12
20,000-39,999 sq. ft.	Balanced Market-Moderate Oversupply	6-9
5,000-19,999 sq. ft.	Balanced Market-Substantial Shortage	4-6
Less than 5,000 sq. ft.	Balanced Market-Substantial Shortage	3-4
Omaha		
100,000 or more sq. ft.	Balanced Market	14
60,000-99,999 sq. ft.	NA	14
40,000-59,999 sq. ft.	Moderate Oversupply	14
20,000-39,999 sq. ft.	Balanced Market	8
5,000-19,999 sq. ft.	Substantial Shortage	4
Less than 5,000 sq. ft.	Substantial Shortage	2
St. Louis		
100,000 or more sq. ft.	Moderate Oversupply	NA
60,000-99,999 sq. ft.	Balanced Market	NA
40,000-59,999 sq. ft.	Balanced Market	NA
20,000-39,999 sq. ft.	Moderate Oversupply	NA
5,000-19,999 sq. ft.	Moderate Oversupply	NA
Less than 5,000 sq. ft.	Moderate Oversupply	NA
South Bend		
100,000 or more sq. ft.	Substantial Oversupply	24
60,000-99 999 sq. ft.	Moderate Oversupply	24
40,000-59,999 sq. ft.	Balanced Market	12
20,000-39,999 sq. ft.	Balanced Market	12
5,000-19,999 sq. ft.	Moderate Shortage	3
Less than 5,000 sq. ft.	Moderate Shortage	2

EXHIBIT 26
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE NORTH CENTRAL

	Vacancy Situation	Average Shelf Life (Months)
South Indiana		
100,000 or more sq. ft.	Substantial Oversupply	15
60,000-99,999 sq. ft.	Substantial Oversupply	12
40,000-59,999 sq. ft.	Substantial Oversupply	11
20,000-39,999 sq. ft.	Substantial Oversupply	9
5,000-19,999 sq. ft.	Moderate Oversupply	7
Less than 5,000 sq. ft.	Moderate Oversupply	6
Wichita		
100,000 or more sq. ft.	Balanced Market	NA
60,000-99,999 sq. ft.	Balanced Market	NA
40,000-59,999 sq. ft.	Moderate Shortage	NA
20,000-39,999 sq. ft.	Moderate Shortage	NA
5,000-19,999 sq. ft.	Moderate Shortage	7
Less than 5,000 sq. ft.	Moderate Oversupply	7

Most Absorption in Warehousing/Distribution

The transactions that are taking place in this region are usually for warehousing and distribution use. Reports from every area except Chicago cite a majority of their absorption has been for this use. Overall, a majority of the absorption is inside industrial parks, with Akron reporting a substantial majority inside industrial parks.

EXHIBIT 27
COMPOSITION OF ABSORPTION
IN THE NORTH CENTRAL

	Industry			Inside/Outside Industrial Park	
	Warehousing/ Distribution	Manufacturing	Research and Development	Inside	Outside
Akron	75%	20%	5%	10%	90%
Chicago	35%	55%	10%	75%	25%
Cincinnati	75-100%	0-25%	0%	25-100%	0-75%
Cleveland	70-85%	10-15%	1-20%	60%	40%
Columbus	75%	25%	0%	60%	40%
Des Moines	95%	5%	5%	80%	20%
Detroit	50-60%	20-30%	20%	30-90%	10-70%
Indianapolis	70-85%	10-28%	2-10%	60-65%	35-40%
Milwaukee	40-75%	25-60%	0%	50-65%	35-50%
Minneapolis	45-75%	10-50%	5-15%	75%	25%
Omaha	70%	20%	10%	80%	20%
St. Louis	60%	20%	20%	50%	50%
South Bend	60%	40%	NA	25%	75%
Terre Haute	45%	50%	5%	75%	25%
Wichita	90%	10%	NA	90%	10%

Mortgages Provided by Sellers and Insutrial Revenue Bonds

Sellers and industrial revenue bonds are providing the bulk of mortgage finance for industrial properties in the North Central, although insurance companies were also cited in two areas. Interest rates ranged from 11 to 20 percent, depending on the source. Money availability was usually described as moderate to tight.

EXHIBIT 28
MORTGAGE FINANCING FOR INDUSTRIAL PROPERTIES
IN THE NORTH CENTRAL

	Most Important Source	Most Prevalent Interest Rate	Money Supply Availability
Akron	Owner Financing	12.0-14.0%	Moderate
Chicago	Owner Financing	12.0%	Moderate
Cincinnati	Owner Financing	12.0-14.0%	Moderate-Tight
Cleveland	Ind. Rev. Bonds-Owner Financing	13.0-15.0%	Moderate-Tight
Columbus	Owner Financing	13.0%	Moderate
Des Moines	Insurance Co.	13.0-20.0%	Moderate
Detroit	Owner Financing	11.0%	Ample-Tight
Indianapolis	Insurance Co.-Owner Financing	12.0-12.5%	Moderate-Tight
Milwaukee	Owner Financing	12.0-13.0%	Ample-Moderate
Minneapolis	Ind. Rev. Bonds-Other	12.0-15.0%	Moderate-Tight
Omaha	Ind. Rev. Bonds	13.0-15.0%	Tight
St. Louis	Ind. Rev. Bonds	*	Tight
South Bend	Owner Financing	12.0%	Moderate
Terre Haute	Ind. Rev. Bonds	11.0%	Tight
Wichita	Ind. Rev. Bonds	12.5%	Moderate

*Prime minus

A Mixed Outlook

Panelists in the North Central region displayed no general consensus in their outlook for the next 12 months. Dollar volume is expected to be up about half of the areas and the same, mixed and down in the remainder. Prices, construction costs and absorption are viewed similarly. However, there is some agreement on the outlook for interest rates with most panelists expecting declines of 1 to 2 points.

EXHIBIT 29
OUTLOOK FOR INDUSTRIAL REAL ESTATE ACTIVITY FOR NEXT 12 MONTHS
IN THE NORTH CENTRAL

	Prices		Dollar Volume		Construction Costs	Absorption	Interest Rates
	Sales	Leases	Sales	Leases			
Akron	Down 5%	Down 5%-Same	Down 10%	Down 5-10%	Down 10%	Down 5%	Same-Up 2%
Chicago	Down 10%	Down 10%	Up 15%	Up 10%	Same	Same	Down 1%
Cincinnati	Down 15-25%	Down 20%	Down 20-40%	Down 20-40%	Down 10-20%	Down 15-20%	Down 2-3%
Cleveland	Same-Up 10%	Up 5-15%	Same-Up 5%	Up 5-10%	Up 5-10%	Same-Up 10%	NA
Columbus	Same	Down 5%	Same	Down 5%	Same	Up 5%	Down 2%
Des Moines	Down 10%	Down 10%	Same-Up 10%	Same-Up 10%	Down 5%	Same-Up 10%	Down 2%-Same
Detroit	Down 15%-Same	Mixed	Down 10-20%	Down 10-20%	Same	Down 10-50%	Same
Indianapolis	Same-Up 5%	Up 5%	Mixed	Mixed	Same-Up 10%	Mixed	Down 3%-Same
Milwaukee	Down 10-15%	Down 10%-Same	Down 10-25%	Down 10-35%	Down 10%-Same	Down 10-30%	Down 2%
Minneapolis	Down 10-15%	Down 10-15%	Same	Same-Up 10%	Down 15%-Same	Up 10%	Down 5%
Omaha	Same	Up 10%	Down 20%	Down 25%	NA	Down 25%	Same
St. Louis	Same	Up 5%	Up 10%	Up 10%	Same	Up 5%	Same
South Bend	Same	Same	Up 10%	Up 10%	Same	Up 10%	Down 5%
Terre Haute	Up 5%	Up 5%	Up 25%	Up 50%	Up 10%	Up 50%	Down 1%
Wichita	Same	Up 10%	Down 5%	Down 5%	Up 5%	Down 5%	Same

THE SOUTHERN REGION

The 17 Southern metropolitan areas covered in our Fall 1982 survey are Atlanta, Baltimore, Charleston, Charlotte, Dallas, El Paso, Fort Smith, Fort Worth, Greenville, Houston, Jacksonville, Little Rock, Memphis, Miami, New Orleans, Orlando, Richmond and Tulsa.

Dollar Volume Declines

Reports on dollar volume of sales and leases indicate that most of the Southern panelists have experienced further declines over the past 12 months. This decline is true for all types of activity. However, there were some isolated reports of increases, most notably in Dallas and Jacksonville.

EXHIBIT 30
DOLLAR VOLUME OF SALES AND LEASES COMPARED TO A YEAR AGO IN THE SOUTH

	Manufacturing		Warehousing/ Distribution		Research and Development	
	Sales	Leases	Sales	Leases	Sales	Leases
Atlanta	Same	Same	Same	Same-Up 5%	Same-Up 25%	Same-Up 25%
Baltimore	Same	Same	Same	Up 10-15%	Same	Up 10-20%
Charleston	Down 50%	Down 25%	Down 25%	Down 25%	Down 50%	NA
Charlotte	Down 10%	Down 10%	Up 10%	Up 10%	Up 10%	Up 10%
Dallas	Up 15%	Up 15%	Up 15%	Up 15%	Up 20%	Up 20%
El Paso	Down 10%-Same	Down 10%-Same	Down 10%-Same	Down 10%-Same	Down 10%-Same	Down 10%-Same
Fort Smith	Same	NA	Same	NA	Same	NA
Fort Worth	Same	Down 5%	Same	Down 5%	Same	Down 5%
Greenville-Spartanburg	Down 20%	Up 10%	Down 10%	Up 10%	Same	Same
Houston	Down 15%-Same	Down 10%-Same	Mixed	Down 15-30%	Down 10%-Same	Down 10%
Jacksonville	Up 5%	Up 5%	Up 5%	Up 5%	Up 5%	Up 5%
Little Rock	Down 25%-Same	Down 25%-Same	Down 25%-Same	Down 5-25%	Down 50%-Same	Down 50%-Same
Memphis	Same	Down 5%	Same	Down 5%	Same	Down 5%
Miami	Same	Same	Down 25%	Down 10-25%	Down 25%	Down 25%
New Orleans	Same	Down 10%	Same	Down 20%	Same	Same
Orlando	Down 10%	Down 10%	Down 10%	Down 10%	Down 20%	Down 10%
Richmond	Up 10%	Same	Same	Up 10%	Same	Same
Tulsa	Down 10%	Down 10%	Down 15%	Down 15%	Same	Same

Sales Prices Show Little Increases

Sales prices of industrial buildings in the South ranged from $5.00 a square foot for larger buildings in the Memphis suburbs up to $40.00 a square foot for smaller buildings in suburban Miami and New Orleans. Generally, price increases over the past 12 months have been moderate or nonexistent. Only Houston, Orlando and Dallas have experienced across the board price increases for all size and location categories.

EXHIBIT 31
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Atlanta				
100,000 or more sq. ft.	$15.00-16.00	Same-Up 7%	$15.00-17 00	Same-Up 5%
60,000-99,999 sq. ft.	$15.00-17.00	Same-Up 5%	$15.00-18.00	Same-Up 5%
40,000-59,999 sq. ft.	$16.00-18.00	Same-Up 10%	$17.00-18.00	Same-Up 5%
20,000-39,999 sq. ft.	$17.00-18.00	Up 5-10%	$18.00-20.00	Same-Up 10%
5,000-19,999 sq. ft.	$25.00-26.00	Same-Up 10%	$20.00-25.00	Same-Up 5%
Less than 5,000 sq. ft.	$30.00-32.00	Up 4-10%	$30.00-32.00	Same-Up 5%
Baltimore				
100,000 or more sq. ft.	$10.00	Same	$15.00-16.00	Same
60,000-99,999 sq. ft.	$14.00	Up 10-20%	$17.00	Same
40,000-59,999 sq. ft.	$14.00-15.00	Up 5-10%	$20.00	Same
20,000-39,999 sq. ft.	$16.00-18.00	Up 10-15%	$22.00-25.00	Same-Up 10%
5,000-19,999 q. ft.	$20.00	Up 20%	$25.00-30.00	Same-Up 10%
Less than 5,000 sq. ft.	NA	NA	NA	Same
Charleston				
100,000 or more sq. ft.	NA	NA	NA	NA
60,000-99,999 sq. ft.	NA	NA	NA	NA
40,000-59,999 sq. ft.	NA	NA	$20.00	Same
20,000-39,999 sq. ft.	NA	NA	$20.00-22.00	Same
5,000-19,999 sq. ft.	$30.00	NA	$24.00	Same
Less than 5,000 sq. ft.	$30.00	NA	$25.00	Same

EXHIBIT 31
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Charlotte				
100,000 or more sq. ft.	$14.00	Up 15%	$14.00	Same
60,000-99,999 sq. ft.	$15.00	Up 10%	$16.00	Same
40,000-59,999 sq. ft.	$15.00	Up 10%	$17.00	Same
20,000-39,999 sq. ft.	$16.00	Same	$18.00	Same
5,000-19,999 sq. ft.	$20.00	Same	$22.00	Same
Less than 5,000 sq. ft.	$25.00	Same	$25.00	Same
Dallas				
100,000 or more sq. ft.	$20.00	Up 5%	$20.00	Up 5%
60,000-99,999 sq. ft.	$24.00	Up 10%	$24.00	Up 10%
40,000-59,999 sq. ft.	$25.00	Up 10%	$25.00	Up 10%
20,000-39,999 sq. ft.	$27.00	Up 10%	$27.00	Up 10%
5,000-19,999 sq. ft.	$31.00	Up 10%	$31.00	Up 10%
Less than 5,000 sq. ft.	$33.00	Up 10%	$33.00	Up 10%
El Paso				
100,000 or more sq. ft.	$18.00-20.00	Same-Up 10%	NA	NA
60,000-99,999 sq. ft.	$18.00-20.00	Same-Up 10%	NA	NA
40,000-59,999 sq. ft.	$18.00-20.00	Same-Up 10%	NA	NA
20,000-39,999 sq. ft.	$20.00-22.00	Same-Up 10%	NA	NA
5,000-19,999 sq. ft.	$22.00-27.00	Same-Up 10%	NA	NA
Less than 5,000 sq. ft.	$25.00-27.00	Same-Up 10%	NA	NA
Fort Smith				
100,000 or more sq. ft.	$8.00	Same	$10.00	Same
60,000-99,999 sq. ft.	$10.00	Same	$12.00	Same
40,000-59,999 sq. ft.	$10.00	Same	$12.00	Same
20,000-39,999 sq. ft.	$12.00	Up 10%	$15.00	NA
5,000-19,999 sq. ft.	$12.00	Up 10%	$15.00	NA
Less than 5,000 sq. ft.	$15.00	Up 10%	$17.00	NA
Fort Worth				
100,000 or more sq. ft.	$15.00	Same	$15.00	Same
60,000-99,999 sq. ft.	$16.00	Same	$16.00	Same
40,000-59,999 sq. ft.	$17.00	Same	$17.00	Same
20,000-39,999 sq. ft.	$18.00	Same	$18.00	Same
5,000-19,999 sq. ft.	$21.00	Same	$21.00	Same
Less than 5,000 sq. ft.	$25.00	Same	$25.00	Same

EXHIBIT 31
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Greenville				
100,000 or more sq. ft.	$15.00	Same	$17.00	Same
60,000-99,999 sq. ft.	$15.00	Same	$17.00	Same
40,000-59,999 sq. ft.	$15.00	Same	$17.00	Same
20,000-39,999 sq. ft.	$15.00	Same	$17.00	Same
5,000-19,999 sq. ft.	$13.00	Same	$18.00	Same
Less than 5,000 sq. ft.	$13.00	Same	$20.00	Same
Houston				
100,000 or more sq. ft.	$19.00-20.00	Up 10%	$22.00-25.00	Same-Up 15%
60,000-99,999 sq. ft.	$19.00-22.00	Up 10%	$23.00-25.00	Same-Up 15%
40,000-59,999 sq. ft.	$20.00-24.00	Up 10%	$25.00-28.00	Same-Up 15%
20,000-39,999 sq. ft.	$23.00-25.00	Up 10%	$26.00-29.00	Same-Up 15%
5,000-19,999 sq. ft.	$25.00-26.00	Up 10%	$28.00-30.00	Same-Up 15%
Less than 5,000 sq. ft.	$27.00-28.00	Up 10%	$32.00	Same-Up 15%
Jacksonville				
100,000 or more sq. ft.	NA	NA	$17.00	Up 5%
60,000-99,999 sq. ft.	NA	NA	$13.00-17.00	Same
40,000-59,999 sq. ft.	NA	NA	$14.00-17.00	Up 10%
20,000-39,999 sq. ft.	NA	NA	$12.00-16.00	Up 5%
5,000-19,999 sq. ft.	NA	NA	$14.00-20.00	Same
Less than 5,000 sq. ft.	NA	NA	NA	NA
Little Rock				
100,000 or more sq. ft.	$9.00-28.00	Down 10%-Same	$18.00-28.00	Down 10%-Same
60,000-99,999 sq. ft.	$13.00-28.00	Down 10%-Same	$20.00-28 00	Down 10%-Same
40,000-59,999 sq. ft.	$17.00-26.00	Same	$20.00-28.00	Same
20,000-39,999 sq. ft.	$17.00-26.00	Same	$20.00-28.00	Same
5,000-19,999 sq. ft.	$19.00-29.00	Mixed	$20.00-30.00	Mixed
Less than 5,000 sq. ft.	$27.00-30.00	Mixed	$30.00	Mixed
Memphis				
100,000 or more sq. ft.	$7.00-12.00	Up 10%	$5.00-12.00	Same
60,000-99,999 sq. ft.	$7.00-12.00	Up 10%	$5.00-12.00	Same
40,000-59,999 sq. ft.	$8.00-12.00	Up 10%	$15.00-20.00	Same
20,000-39,999 sq. ft.	$10.00-12.00	Up 10%	$15.00-20.00	Same
5,000-19,999 sq. ft.	$10.00-15.00	Up 10%	$20.00-22.00	Same
Less than 5,000 sq. ft.	$12.00-20.00	Up 10%	$20.00-22.00	Down 10%

EXHIBIT 31
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Miami				
100,000 or more sq. ft.	$18.00	Same	$22.00	Up 5%
60,000-99,999 sq. ft.	$18.00	Same	$23.00	Up 5%
40,000-59,999 sq. ft.	$18.00	Same	$24.00-27.00	Same-Up 5%
20,000-39,999 sq. ft.	$20.00	Same	$28.00-29.00	Same-Up 5%
5,000-19,999 sq. ft.	NA	NA	$30.00-32.00	Same-Up 5%
Less than 5,000 sq. ft.	NA	NA	$40.00	Up 5%
New Orleans				
100,000 or more sq. ft.	$18.00	Same	$26.00	Same
60,000-99,999 sq. ft.	$18.00	Same	$28.00	Same
40,000-59,999 sq. ft.	$18.00	Same	$28.00	Same
20,000-39,999 sq. ft.	$20.00	Same	$30.00	Same
5,000-19,999 sq. ft.	$25.00	Same	$30.00	Same
Less than 5,000 sq. ft.	$33.00	Same	$40.00	Same
Orlando				
100,000 or more sq. ft.	$14.00-18.00	Up 5%	$12.00-14.00	Up 5%
60,000-99,999 sq. ft.	$15.00-24.00	Up 5%	$12.00-14.00	Up 5%
40,000-59,999 sq. ft.	$15.00-24.00	Up 5%	$17.00-22.00	Up 5%
20,000-39,999 sq. ft.	$18.00-26.00	Up 5%	$18.00-25.00	Up 10%
5,000-19,999 sq. ft.	$23.00-30.00	Up 5%	$20.00-28.00	Up 10%
Less than 5,000 sq. ft.	$25.00-35.00	up 5%	$25.00-32.00	Up 5%
Richmond				
100,000 or more sq. ft.	$11.00	Same	$15.00	Same
60,000-99,999 sq. ft.	$13.00	Same	$15.00	Same
40,000-59,999 sq. ft.	$15.00	Same	$16.00	Same
20,000-39,999 sq. ft.	$16.00	Same	$17.00	Same
5 000-19,999 sq. ft.	$15.00-20.00	Same	$20.00	Same
Less than 5,000 sq. ft.	$25.00	Same	$22.00	Same
Tulsa				
100,000 or more sq. ft.	NA	NA	$18.00-20.00	Up 10%
60,000-99,999 sq. ft.	NA	NA	$18.00-20.00	Up 10%
40,000-59,999 sq. ft.	NA	NA	$20.00-22.00	Up 10%
20,000-39,999 sq. ft.	NA	NA	$20.00-22.00	Same
5,000-19,999 sq. ft.	NA	NA	$22.00-25.00	Same
Less than 5,000 sq. ft.	NA	NA	$27.00	Up 10%

Southern Site Prices Stable

Site prices exhibit a similar moderate trend over the past year with most reports citing stable or modest increases. Prices of sites in the South range from $.20 or less a square foot in Fort Worth, Greenville, Charlotte and Charleston for unimproved land to over $6.00 a square foot in Houston for improved land.

EXHIBIT 32
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE SOUTH

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Atlanta				
Improved				
Less than 2 acres	$1.25-2.20	Same-Up 10%	$1.50-2.30	Same-Up 20%
2-5 acres	$1.25-2.00	Same-Up 15%	$1.50-2.00	Same-Up 20%
6-9 acres	$1.00-1.50	Same-Up 30%	$1.25-1.80	Same-Up 20%
10 or more acres	$0.75-1.00	Same-Up 10%	$0.90-1.90	Same-Up 20%
Unimproved				
Less than 10 acres	$0.75-1.00	Same	$0.80-1.00	Same-Up 20%
10-99 acres	$0.50-1.50	Same	$0.75-0.90	Same-Up 20%
100 or more acres	$0.35-1.00	Same	$0.50-0.90	Same-Up 20%
Baltimore				
Improved				
Less than 2 acres	$1.30-1.40	Same	$1.95-2.00	Up 10-15%
2-5 acres	$1.20-1.25	Same	$1.95-2.00	Up 10-20%
6-9 acres	$1.10-1.15	Same-Up 10%	$1.50-1.60	Same
10 or more acres	$1.00	Same	$1.50-1.55	Same
Unimproved				
Less than 10 acres	$1.00	Same	$0.80-1.00	Same
10-99 acres	$0.50-0.75	Same	$0.50	Same
100 or more acres	NA	NA	$0.25-0.30	Down 10%-Same

EXHIBIT 32
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE SOUTH

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Charleston				
Improved				
Less than 2 acres	$2.00	Up 25%	$0.70	Up 10%
2-5 acres	$1.50	Up 25%	$0.60	Up 10%
6-9 acres	NA	NA	$0.45	Up 10%
10 or more acres	NA	NA	$0.38	Up 10%
Unimproved				
Less than 10 acres	NA	NA	$0.25	Same
10-99 acres	NA	NA	$0.20	Same
100 or more acres	NA	NA	$0.15	Same
Charlotte				
Improved				
Less than 2 acres	$1.50	Same	$1.25	Same
2-5 acres	$1.00	Same	$1.00	Same
6-9 acres	$0.75	Same	$0.80	Same
10 or more acres	$0.60	Same	$0.50	Same
Unimproved				
Less than 10 acres	$0.40	Same	$0.50	Same
10-99 acres	$0.25	Same	$0.25	Same
100 or more acres	$0.20	Same	$0.20	Same
Dallas				
Improved				
Less than 2 acres	$2.80	Up 10%	$2.80	Up 10%
2-5 acres	$2.80	Up 10%	$2.80	Up 10%
6-9 acres	$2.50	Up 10%	$2.50	Up 10%
10 or more acres	$2.00	Same	$2.00	Same
Unimproved				
Less than 10 acres	NA	NA	NA	NA
10-99 acres	NA	NA	NA	NA
100 or more acres	NA	NA	NA	NA

EXHIBIT 32
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE SOUTH

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
El Paso				
Improved				
Less than 2 acres	$2.35-2.50	Up 10-15%	NA	NA
2-5 acres	$2.00-2.25	Same-Up 10%	NA	NA
6-9 acres	$1.50-1.75	Same-Up 10%	NA	NA
10 or more acres	$1.25-1.50	Same-Up 10%	NA	NA
Unimproved				
Less than 10 acres	$0.50-0.75	Up 10%	NA	NA
10-99 acres	$0.35-0.50	Up 10%	NA	NA
100 or more acres	$0.25-0.35	Up 10%	NA	NA
Fort Smith				
Improved				
Less than 2 acres	$1.30	Up 10%	$1.30	Up 10%
2-5 acres	$1.00	Up 10%	$1.00	Up 10%
6-9 acres	$0.80	Up 10%	$0.80	Up 10%
10 or more acres	$0.70	Up 10%	$0.60	Up 10%
Unimproved				
Less than 10 acres	$0.60	Up 10%	$0.60	Up 10%
10-99 acres	$0.40	Up 10%	$0.40	Up 10%
100 or more acres	$0.25	Up 10%	$0.25	Up 10%
Fort Worth				
Improved				
Less than 2 acres	$1.25	Same	$1.15	Same
2-5 acres	$1.10	Same	$1.10	Same
6-9 acres	$1.00	Same	$1.00	Same
10 or more acres	$0.70	Same	$0.60	Same
Unimproved				
Less than 10 acres	$0.50	Same	$0.50	Same
10-99 acres	$0.30	Same	$0.25	Same
100 or more acres	$0.25	Same	$0.20	Same

EXHIBIT 32
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE SOUTH

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Greenville				
Improved				
Less than 2 acres	$1.50	Down 15%	$0.60	Same
2-5 acres	$1.00	Down 15%	$0.50	Same
6-9 acres	$1.00	Down 20%	$0.50	Same
10 or more acres	$0.80	Down 20%	$0.50	Same
Unimproved				
Less than 10 acres	$0.50	Down 20%	$0.25	Down 5%
10-99 acres	$0.50	Down 20%	$0.20	Same
100 or more acres	$0.50	Down 20%	$0.16	Down 5%
Houston				
Improved				
Less than 2 acres	$4.00-5.00	Up 10-20%	$3.25-6.50	Up 10%
2-5 acres	$3.75-4.00	Up 10-20%	$3.00-6.00	Up 10%
6-9 acres	$3.50	Up 10-20%	$2.80-4.50	Up 10%
10 or more acres	$3.00-3.50	Up 10-20%	$2.70-4.00	Up 10%
Unimproved				
Less than 10 acres	$2.75-6.00	Same-Up 20%	$1.80-3.00	Up 10%
10-99 acres	$4.50	Up 20%	$1.00-2.00	Up 10%
100 or more acres	$3.00	Up 20%	$0.40-1.60	Up 10%
Jacksonville				
Improved				
Less than 2 acres	NA	NA	$0.50-2.00	Same
2-5 acres	NA	NA	$0.50-2.00	Same
6-9 acres	NA	NA	$0.50-2.00	Same
10 or more acres	NA	NA	$0.40-2.00	Same
Unimproved				
Less than 10 acres	NA	NA	$0.25-0.50	Same
10-99 acres	NA	NA	$0.20-0.50	Same
100 or more acres	NA	NA	$0.10-0.30	Same

EXHIBIT 32
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE SOUTH

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Little Rock				
Improved				
Less than 2 acres	$1.20-1.50	Same	$1.25-1.50	Same
2-5 acres	$1.00	Same	$1.00	Same
6-9 acres	$0.75-1.00	Down 5%-Same	$0.75-0.90	Down 5%-Same
10 or more acres	$0.60-0.90	Down 5%-Same	$0.50-0.60	Down 5%-Same
Unimproved				
Less than 10 acres	$0.30-0.50	Same	$0.25-0.30	Same
10-99 acres	$0.20-0.40	Same	$0.20	Same
100 or more acres	$0.15-0.25	Same	$0.10-0.15	Same
Memphis				
Improved				
Less than 2 acres	$1.00-1.50	Same	$0.75-2.00	Same
2-5 acres	$1.00-1.50	Same	$0.75-1.50	Same
6-9 acres	$1.00	Same	$0.75	Same
10 or more acres	$0.75-1.00	Same	$0.60-0.75	Same
Unimproved				
Less than 10 acres	$0.40-0.75	Same	$0.25-0.75	Same
10-99 acres	$0.40	Same	$0.20-0.50	Same
100 or more acres	$0.30	Same	$0.15-0.40	Same
Miami				
Improved				
Less than 2 acres	$6 00	Up 5%	$5.00-6.00	Same-Up 10%
2-5 acres	$5.00	Up 5%	$4 00-5.00	Same-Up 10%
6-9 acres	$4.00	Up 5%	$3 50-4.00	Same-Up 10%
10 or more acres	NA	NA	$3.00-4.00	Same-Up 10%
Unimproved				
Less than 10 acres	NA	NA	$2.00	Same
10-99 acres	NA	NA	$1.50	Same
100 or more acres	NA	NA	NA	NA

EXHIBIT 32
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE SOUTH

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
New Orleans				
Improved				
Less than 2 acres	$7.00	Same	$5.00	Same
2-5 acres	$7.00	Same	$4.00	Same
6-9 acres	$6.00	Same	$3.00	Same
10 or more acres	$5.00	Same	$3.00	Same
Unimproved				
Less than 10 acres	$3.00	Same	$2.00	Same
10-99 acres	NA	NA	$1.00	Same
100 or more acres	NA	NA	$1.00	Same
Orlando				
Improved				
Less than 2 acres	$1.25-1.50	Up 15%	$0.75-0.95	Up 10%
2-5 acres	$1.25-1.50	Up 15%	$0.75-0.95	Up 15%
6-9 acres	$1.25-1.50	Up 15%	$0.75-0.95	Up 15%
10 or more acres	$0.95-1.15	Up 10%	$0.75-0.95	Up 10%
Unimproved				
Less than 10 acres	$0.70-1.25	Up 15%	$0.46-0.65	Up 10%
10-99 acres	NA	NA	$0.23-0.50	Up 10%
100 or more acres	NA	NA	$0.20-0.46	Up 10%
Richmond				
Improved				
Less than 2 acres	$2.00	Same	$1.00	Same
2-5 acres	$1.75	Same	$0.75	Same
6-9 acres	$1.50	Same	$0.75	Same
10 or more acres	$1.00	Same	$0.75	Same
Unimproved				
Less than 10 acres	$0.90-1.00	Down 10%	$0.40	Down 20%
10-99 acres	$0.50	Down 10%	$0.40	Down 20%
100 or more acres	$0.35	Down 20%	$0.40	Down 20%

EXHIBIT 32
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE SOUTH

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Tulsa				
Improved				
Less than 2 acres	$2.25	Up 10%	$2.00-2.50	Up 10%
2-5 acres	$1.75	Same	$2.00-2.25	Up 15%
6-9 acres	$1.50	Same	$1.75-2.00	Same
10 or more acres	$1.00	Same	$1.00-1.50	Same
Unimproved				
Less than 10 acres	NA	NA	$0.50-1.00	Same
10-99 acres	NA	NA	$0.35-0.75	Same
100 or more acres	NA	NA	$0.25-0.50	Same

Lease Prices In South

Lease prices in the South range widely with highs of $5.50 a square foot reported in suburban New Orleans and lows of $1.25 a square foot reported in central city Fort Smith. Overall, lease prices have been stable over the past year. Dallas, Houston, Miami, Orlando and Tulsa were the only areas with reported inflation, and even these areas tended to have moderate price increases.

EXHIBIT 33
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Atlanta				
100,000 or more sq. ft.	$1.50-1.95	Same-Up 5%	$2.00-2.10	Up 5-10%
60,000-99,999 sq. ft.	$1.60-1.95	Same-Up 5%	$2.00-2.10	Up 5-10%
40,000-59,999 sq. ft.	$1.75-2.20	Same-Up 10%	$2.00-2.10	Same-Up 10%
20,000-39,999 sq. ft.	$1.95-2.35	Up 5-10%	$2.10-2.35	Up 5-10%
5,000-19,999 sq. ft.	$2.25-2.60	Up 5-10%	$2.50-2.75	Up 5-10%
Less than 5,000 sq. ft.	$2.50-3.00	Up 5-10%	$3.00-3.50	Same-Up 20%
Baltimore				
100,000 or more sq. ft.	$1.90	Same	$2.50-2.60	Up 5%
60,000-99,999 sq. ft.	$2.00-2.10	Same	$2.50-2.65	Same
40,000-59,999 sq. ft.	$2.25	Same	$2.75-2.85	Same-Up 5%
20,000-39,999 sq. ft.	$2.25-2.35	Same	$2.75-2.95	Same-Up 5%
5,000-19,999 sq. ft.	$2.50	Same	$3.35	Up 5%
Less than 5,000 sq. ft.	$3.00-3.25	Same	$4.00	Up 10-15%
Charleston				
100,000 or more sq. ft.	NA	NA	NA	NA
60,000-99,999 sq. ft.	NA	NA	$2.40	Same
40,000-59,999 sq. ft.	$2.40	Up 15%	$2.50	Up 5%
20,000-39,999 sq. ft.	$2.60	Up 15%	$2.60	Up 15%
5,000-19,999 sq. ft.	$3.00	Up 15%	$3.00	Up 15%
Less than 5,000 sq. ft.	$3.25	Up 15%	$3.40	Up 15%
Charlotte				
100,000 or more sq. ft.	$1.65	Up 10%	$1.75	Same
60,000-99,999 sq. ft.	$1.85	Same	$1.80	Same
40,000-59,999 sq. ft.	$1.90	Same	$1.95	Same
20,000-39,999 sq. ft.	$2.25	Up 10%	$2.00	Up 5%
5,000-19,999 sq. ft.	$2.35	Up 5%	$2.15	Same
Less than 5,000 sq. ft.	$3.25	Same	$3.00	Same
Dallas				
100,000 or more sq. ft.	$2.65	Up 15%	$2.65	Up 15%
60,000-99,999 sq. ft.	$2.85	Up 25%	$2.85	Up 25%
40,000-59,999 sq. ft.	$2.85	Up 15%	$2.85	Up 15%
20,000-39,999 sq. ft.	$3.00	Up 15%	$3.00	Up 15%
5,000-19,999 sq. ft.	$3.25	Up 20%	$3.25	Up 20%
Less than 5,000 sq. ft.	$3.75	Up 35%	$3.75	Up 35%

EXHIBIT 33
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
El Paso				
100,000 or more sq. ft.	$2.75-3.25	Mixed	NA	NA
60,000-99,999 sq. ft.	$3.00-3.25	Same-Up 10%	NA	NA
40,000-59,999 sq. ft.	$3.00-3.50	Same-Up 10%	NA	NA
20,000-39,999 sq. ft.	$3.00-3.75	Same-Up 10%	NA	NA
5,000-19,999 sq. ft.	$3.00-3.75	Same-Up 10%	NA	NA
Less than 5,000 sq. ft.	$3.50-4.00	Same-Up 10%	NA	NA
Fort Smith				
100,000 or more sq. ft.	$1.25	Same	$1.40	Same
60,000-99,999 sq. ft.	$1.50	Same	$1.60	Same
40,000-59,999 sq. ft.	$1.50	Same	$1.60	Same
20,000-39,999 sq. ft.	$1.75	Same	$1.85	Same
5,000-19,999 sq. ft.	$1.75	Same	$1.90	Same
Less than 5,000 sq. ft.	$1.75	Same	$2.00	Same
Fort Worth				
100,000 or more sq. ft.	NA	NA	NA	NA
60,000-99,999 sq. ft.	$2.00	Same	$2.00	Same
40,000-59,999 sq. ft.	$2.10	Same	$2.10	Same
20,000-39,999 sq. ft.	$2.10	Same	$2.10	Same
5,000-19,999 sq. ft.	$2.25	Same	$2.25	Same
Less than 5,000 sq. ft.	$2.50	Same	$2.50	Same
Greenville				
100,000 or more sq. ft.	$2.25	Same	$1.60	Same
60,000-99,999 sq. ft.	$2.25	Same	$1.50	Same
40,000-59,999 sq. ft.	$2.25	Same	$1.50	Same
20,000-39,999 sq. ft.	$2.00	Same	$1.50	Same
5,000-19,999 sq. ft.	$2.00	Same	$2.00	Up 5%
Less than 5 000 sq. ft.	$2.00	Same	$2.50	Up 5%
Houston				
100,000 or more sq. ft.	$2.45-2.64	Same-Up 10%	$2.65-2.68	Same-Up 15%
60,000-99,999 sq. ft.	$2.60-2.76	Same-Up 10%	$2.85-3.00	Same-Up 15%
40,000-59,999 sq. ft.	$2.70-2.88	Up 5-10%	$3.00-3.12	Up 5-15%
20,000-39,999 sq. ft.	$2.80-3.00	Up 5-10%	$3.20-3.24	Up 5-15%
5,000-19,999 sq. ft.	$3.00-3.24	Up 5-10%	$3.36-3.40	Up 5-15%
Less than 5,000 sq. ft.	$3.15-3.84	Up 5-10%	$3.90-3.96	Up 5-15%

EXHIBIT 33
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Jacksonville				
100,000 or more sq. ft.	NA	NA	$1.65-2.90	Up 10%
60,000-99,999 sq. ft.	NA	NA	$1.65-3.00	Up 10%
40,000-59,999 sq. ft.	NA	NA	$1.65-3.00	Up 10%
20,000-39,999 sq. ft.	NA	NA	$1.75-3.10	Up 10%
5,000-19,999 sq. ft.	NA	NA	$1.75-3.10	Up 10%
Less than 5,000 sq. ft.	NA	NA	$2.00-3.50	Up 10%
Little Rock				
100,000 or more sq. ft.	$1.35-3.85	Down 10%-Same	$1.35-3.85	Down 10%-Same
60,000-99,999 sq. ft.	$1.50-3.85	Down 10%-Same	$1.50-3.85	Down 10%-Same
40,000-59,999 sq. ft.	$1.50-3.65	Down 5%	$1.50-3.65	Down 5%
20,000-39,999 sq. ft.	$1.60-3.65	Down 5%	$1.60-3.65	Down 5%
5,000-19,999 sq. ft.	$1.75-3.60	Same	$1.75-3.60	Same
Less than 5,000 sq. ft.	$1.75-3.65	Down 5%-Same	$1.75-3.65	Down 5%-Same
Memphis				
100,000 or more sq. ft.	$1.30-2.50	Same	$1.40-1.90	Down 5%
60,000-99,999 sq. ft.	$1.30-2.25	Same	$1.60-1.90	Down 5%
40,000-59,999 sq. ft.	$1.25-2.25	Same	$1.60-1.90	Down 5%
20,000-39,999 sq. ft.	$1.25-2.25	Same	$1.60-2.35	Down 5%
5,000-19,999 sq. ft.	$1.40-2.50	Same	$1.75-2.50	Same
Less than 5,000 sq. ft.	$1.50-2.75	Same	$2.00-3.00	Same
Miami				
100,000 or more sq. ft.	$2.50	Up 5%	$3.00	Up 5%
60,000-99,999 sq. ft.	$3.00	Up 5%	$3.10-3.50	Same-Up 5%
40,000-59,999 sq. ft.	$3.00	Up 5%	$3.20-3.75	Same-Up 5%
20,000-39,999 sq. ft.	$3.25	Up 5%	$3.40-4.00	Same-Up 5%
5,000-19,999 sq. ft.	$3.40	Up 5%	$3.60-4.50	Same-Up 5%
Less than 5,000 sq. ft.	$4.00	Up 5%	$4.00	Up 5%
New Orleans				
100,000 or more sq. ft.	$2.50	Same	$3.00	Same
60,000-99,999 sq. ft.	$2.50	Same	$3.25	Same
40,000-59,999 sq. ft.	$2.50	Same	$3.50	Same
20,000-39,999 sq. ft.	$3.00	Same	$3.50	Same
5,000-19,999 sq. ft.	$3.25	Same	$3.50	Up 5%
Less than 5,000 sq. ft.	$3.50	Same	$5.50	Up 10%

EXHIBIT 33
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Orlando				
100,000 or more sq. ft.	$2.75	Up 5%	NA	NA
60,000-99,999 sq. ft.	$2.75	Up 5%	$2.50-2.75	Up 15%
40,000-59 999 sq. ft.	$2.75-3.00	Up 5%	$2.50-2.75	Up 15%
20,000-39,999 sq. ft.	$2.75-3.25	Up 5%	$2.75-3.25	Up 15%
5,000-19,999 sq. ft.	$2.75-3.50	Up 10%	$2.75-3.25	Up 15%
Less than 5,000 sq. ft.	$3.25-5.25	Up 15%	$3.00-4.50	Up 20%
Richmond				
100,000 or more sq. ft	$1.75	Same	$2.25	Same
60,000-99,999 sq. ft.	$1.75	Same	$2.00	Down 5%
40,000-59,999 sq. ft.	$1.75	Same	$2.00	Down 10%
20,000-39 999 sq. ft.	$2.00	Same	$2.20	Same
5,000-19,999 sq. ft.	$2.25	Same	$2.25	Down 5%
Less than 5,000 sq. ft.	$2.75	Up 10%	$3.50	Up 10%
Tulsa				
100,000 or more sq. ft.	NA	NA	$2.50	Up 20%
60,000-99,999 sq. ft.	NA	NA	$2.50	Up 15%
40,000-59,999 sq. ft.	$2.00	Up 10%	$2.50-2.75	Up 10%
20,000-39,999 sq. ft.	$2.25-3.00	Up 20%	$2.50-3.00	Up 15%
5,000-19,999 sq. ft.	$2.75-3.50	Up 25%	$3.00-3.50	Up 20%
Less than 5,000 sq. ft.	$3.75	Up 25%	$3.50-4.00	Up 15%

Rate of Construction Off

Most panelists in the South report that the construction rate of new industrial buildings has been off from a year ago for all types of activity. The few reports of increases came from Atlanta, Charlotte and Fort Smith.

EXHIBIT 34
RATE OF NEW CONSTRUCTION COMPARED TO A YEAR AGO
IN THE SOUTH

	Manufacturing	Warehousing/ Distribution	Research and Development
Atlanta	Same-Up Substantially	Up Substantially-Moderately	Up Substantially-Moderately
Baltimore	Down Substantially	Down Moderately-Substantially	Same-Down Moderately
Charleston	Down Moderately	Down Moderately	NA
Charlotte	Same	Up Moderately	Up Moderately
Dallas	Down Substantially	Down Moderately	Down Moderately
El Paso	Same-Down Moderately	Same-Down Moderately	Same-Down Moderately
Fort Smith	Up Moderately	Same	Up Moderately
Fort Worth	Down Moderately	Down Moderately	Down Moderately
Greenville	Down Substantially	Down Substantially	Down Substantially
Houston	Mixed	Same-Down Substantially	Same-Up Substantially
Jacksonville	Down Substantially	Down Moderately	Down Moderately
Little Rock	Down Moderately-Substantially	Down Moderately-Substantially	Down Moderately-Substantially
Memphis	Down Substantially	Down Substantially	Down Substantially
Miami	Same-Down Substantially	Mixed	Same-Down Moderately
New Orleans	Down Moderately	Down Moderately	Same
Orlando	Same	Down Moderately	Same
Richmond	Up Moderately	Up Moderately	Same
Tulsa	Down Moderately	Down Moderately	Same

Construction Costs Stable

Construction cost in our Southern metropolitan areas ranged from $13.00 a square foot for larger buildings in Jacksonville up to $40.00 a square foot for smaller buildings in Miami. Changes since last spring have been modest, with most areas experiencing no change, or increases of 10 percent or less.

EXHIBIT 35
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH

	Cost Per Square Foor	Change From a Year Ago
Atlanta		
100,000 or more sq. ft.	$15.00-16.00	Same
60,000-99,999 sq. ft.	$16.00-18.00	Same-Up 15%
40,000-59,999 sq. ft.	$17.00-18.00	Same-Up 5%
20,000-39,999 sq. ft.	$18.00-22.00	Same-Up 10%
5,000-19,999 sq. ft.	$21.00-25.00	Same-Up 10%
Less than 5,000 sq. ft.	$27.00-35.00	Same-Up 15%

EXHIBIT 35
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH

	Cost Per Square Foor	Change From a Year Ago
Baltimore		
100,000 or more sq. ft.	$15.00-16.00	Down 10%-Same
60,000-99,999 sq. ft.	$15.00-18.00	Down 10%-Same
40,000-59,999 sq. ft.	$18.00-20.00	Down 10%-Same
20,000-39,999 sq. ft.	$18.00-22.00	Down 10%-Same
5,000-19,999 sq. ft.	$25.00-27.00	Down 10%-Same
Less than 5,000 sq. ft.	$30.00-31.00	Down 10%-Same
Charleston		
100,000 or more sq. ft.	$20.00	Same
60,000-99,999 sq. ft.	$20.00	Same
40,000-59,999 sq. ft.	$20.00	Same
20,000-39,999 sq. ft.	$22.00	Same
5,000-19,999 sq. ft.	$25.00	Same
Less than 5,000 sq. ft.	$25.00	Same
Charlotte		
100,000 or more sq. ft.	$15.00	[illegible]
60,000-99,999 sq. ft.	$17.00	[illegible]
40,000-59,999 sq. ft.	$17.00	[illegible]
20,000-39,999 sq. ft.	$18.00	Same
5,000-19,999 sq. ft.	$20.00	Same
Less than 5,000 sq. ft.	$25.00	Same
Dallas		
100,000 or more sq. ft.	$18.00	Same
60,000-99,999 sq. ft.	$20.00	Same
40,000-59,999 sq. ft.	$22.00	Same
20,000-39 999 sq. ft.	$25.00	Same
5,000-19,999 sq. ft.	$26.00	Same
Less than 5,000 sq. ft.	$28.00	Same
El Paso		
100,000 or more sq. ft.	$16.00-17.00	Up 10%
60,000-99,999 sq. ft.	$16.00-17.00	Up 10%
40,000-59,999 sq. ft.	$16.00-17.00	Up 10%
20,000-39,999 sq. ft.	$16.00-19.00	Up 10%
5,000-19,999 sq. ft.	$20.00-21.00	Up 10%
Less than 5,000 sq. ft.	$20.00-23.00	Up 10%

EXHIBIT 35
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH

	Cost Per Square Foor	Change From a Year Ago
Fort Smith		
100,000 or more sq. ft.	$15.00	Up 10%
60,000-99,999 sq. ft.	$15.00	Up 10%
40,000-59,999 sq. ft.	$16.00	Up 10%
20,000-39,999 sq. ft.	$16.00	Up 10%
5,000-19,999 sq. ft.	$18.00	Up 10%
Less than 5 000 sq. ft.	$18.00	Up 10%
Fort Worth		
100,000 or more sq. ft.	$16.00	Same
60,000-99,999 sq. ft.	$17.00	Same
40,000-59,999 sq. ft.	$18.00	Same
20,000-39,999 sq. ft.	$19.00	Same
5,000-19,999 sq. ft.	$22.00	Same
Less than 5 000 sq. ft.	$26.00	Same
Greenville		
100,000 or more sq. ft.	$18.00	Down 5%
60,000-99,999 sq. ft.	$18.00	Down 5%
40,000-59,999 sq. ft.	$18.00	Same
20,000-39,999 sq. ft.	$18.00	Same
5,000-19,999 sq. ft.	$22.00	Same
Less than 5,000 sq. ft.	$22.00	Same
Houston		
100,000 or more sq. ft.	$16.00-19.00	Up 5-10%
60,000-99,999 sq. ft.	$18.00-20.00	Up 5-10%
40,000-59,999 sq. ft.	$17.00-21.00	Up 5-15%
20,000-39,999 sq. ft.	$19.00-22.00	Up 5-15%
5,000-19,999 sq. ft.	$23.00-26.00	Up 5-15%
Less than 5,000 sq. ft.	$30.00	Up 5%
Jacksonville		
100,000 or more sq. ft.	$13.00	Up 5%
60,000-99,999 sq. ft.	$14.00	Up 5%
40,000-59,999 sq. ft.	$14.00	Up 5%
20,000-39,999 sq. ft.	$15.00	Up 5%
5,000-19,999 sq. ft.	$16.00	Up 5%
Less than 5,000 sq. ft.	$20.00	Up 10%

EXHIBIT 35
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH

	Cost Per Square Foot	Change From a Year Ago
Little Rock		
100,000 or more sq. ft.	$15.00-22.00	Down 5%-Same
60,000-99,999 sq. ft.	$15.00-22.00	Down 5%-Same
40,000-59,999 sq. ft.	$15.00-22.00	Down 5%-Same
20,000-39,999 sq. ft.	$18.00-25.00	Down 5%-Same
5,000-19,999 sq. ft.	$20.00-25.00	Down 5%-Same
Less than 5 000 sq. ft.	$25.00-27.00	Same
Memphis		
100,000 or more sq. ft.	$14.00	Same
60,000-99,999 sq. ft.	$14.00	Same
40,000-59,999 sq. ft.	$14.00	Same
20,000-39,999 sq. ft.	$19.00	Same
5,000-19,999 sq. ft.	$20.00	Same
Less than 5,000 sq. ft.	$22.00	Same
Miami		
100,000 or more sq. ft.	$18.00	Same
60,000-99,999 sq. ft.	$20.00-25.00	Same
40,000-59,999 sq. ft.	$21.00-28.00	Same
20,000-39,999 sq. ft.	$22.00-28.00	Same
5,000-19,999 sq. ft.	$30.00	Same
Less than 5,000 sq. ft.	$40.00	Same
New Orleans		
100,000 or more sq. ft.	$16.00	Same
60,000-99,999 sq. ft.	$18.00	Same
40,000-59,999 sq. ft.	$20.00	Same
20,000-39,999 sq. ft.	$20.00	Same
5,000-19,999 sq. ft.	$25.00	Same
Less than 5,000 sq. ft.	$30.00	Same
Orlando		
100,000 or more sq. ft.	$14.00	Up 15%
60,000-99,999 sq. ft.	$15.00	Up 10%
40,000-59,999 sq. ft.	$16.00	Up 10%
20,000-39,999 sq. ft.	$18.00	Up 15%
5,000-19,999 sq. ft.	$20.00	Up 15%
Less than 5,000 sq. ft.	$25.00	Up 10%

EXHIBIT 35
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE SOUTH

	Cost Per Square Foot	Change From a Year Ago
Richmond		
100,000 or more sq. ft.	$13.00	Down 10%
60,000-99,999 sq. ft.	$13.00	Down 5%
40,000-59,999 sq. ft.	$14.00	Down 5%
20,000-39,999 sq. ft.	$18.00	Down 5%
5,000-19,999 sq. ft.	$22.00	Down 5%
Less than 5,000 sq. ft.	$22.00	Down 5%
Tulsa		
100,000 or more sq. ft.	$21.00	Same
60,000-99,999 sq. ft.	$21.00	Same
40,000-59,999 sq. ft.	$21.00	Same
20,000-39,999 sq. ft.	$23.00	Same
5,000-19,999 sq. ft.	$26.00	Same
Less than 5,000 sq. ft.	$27.00	Same

Industrial Properties Generally Available

The vacancy situation in the South can be characterized as a balanced to over-stocked market. However, a few areas cite shortages of selected sized properties. For example, Jacksonville and New Orleans have substantial shortages of smaller properties.

EXHIBIT 36
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE SOUTH

	Vacancy Situation	Average Shelf Life (Months)
Atlanta		
100,000 or more sq. ft.	Mixed	3-12
60 000-99,999 sq. ft.	Balanced Market-Moderate Oversupply	4-12
40,000-59,999 sq. ft.	Balanced Market-Substantial Oversupply	4-12
20,000-39,999 sq. ft.	Balanced Market-Substantial Oversupply	4-12
5,000-19,999 sq. ft.	Mixed	6-12
Less than 5,000 sq. ft.	Balanced Market-Substantial Oversupply	4-12

EXHIBIT 36
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE SOUTH

	Vacancy Situation	Average Shelf Life (Months)
Baltimore		
100,000 or more sq. ft.	Balanced Market-Moderate Oversupply	8-12
60,000-99,999 sq. ft.	Balanced Market	8
40,000-59,999 sq. ft.	Balanced Market	8
20,000-39,999 sq. ft.	Balanced Market	6
5,000-19,999 sq. ft.	Balanced Market	3
Less than 5,000 sq. ft.	Moderate Shortage	2-3
Charleston		
100,000 or more sq. ft.	Balanced Market	3
60,000-99,999 sq. ft.	Balanced Market	3
40,000-59,999 sq. ft.	Balanced Market	3
20,000-39,999 sq. ft.	Moderate Shortage	2
5,000-19 999 sq. ft.	Substantial Shortage	1
Less than 5,000 sq. ft.	Moderate Shortage	1
Charlotte		
100,000 or more sq. ft.	Moderate Shortage	4
60,000-99,999 sq. ft.	Moderate Shortage	4
40,000-59,999 sq. ft.	Moderate Oversupply	5
20,000-39 999 sq. ft.	Moderate Oversupply	2
5,000-19,999 sq. ft.	Moderate Oversupply	3
Less than 5,000 sq. ft.	Moderate Shortage	2
Dallas		
100,000 or more sq. ft.	Balanced Market	10
60,000-99,999 sq. ft.	Balanced Market	12
40,000-59,999 sq. ft.	Balanced Market	12
20,000-39,999 sq. ft.	Balanced Market	12
5,000-19,999 sq. ft.	Balanced Market	8
Less than 5,000 sq. ft.	Balanced Market	8
El Paso		
100,000 or more sq. ft.	Balanced Market-Moderate Shortage	4-6
60,000-99,999 sq. ft.	Moderate Shortage	4-6
40,000-59,999 sq. ft.	Balanced Market-Moderate Shortage	4-6
20,000-39,999 sq. ft.	Balanced Market-Moderate Shortage	4-6
5,000-19,999 sq. ft.	Balanced Market-Moderate Shortage	4-6
Less than 5 000 sq. ft.	Balanced Market-Moderate Oversupply	6

EXHIBIT 36
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE SOUTH

	Vacancy Situation	Average Shelf Life (Months)
Fort Smith		
100,000 or more sq. ft.	Moderate Oversupply	12
60,000-99,999 sq. ft.	Moderate Oversupply	6
40,000-59,999 sq. ft.	Balanced Market	6
20,000-39,999 sq. ft.	Moderate Shortage	4
5,000-1		
LC ERR		
5,000-19,999 sq. ft.	Moderate Shortage	4
Less than 5,000 sq. ft.	Balanced Market	6
Fort Worth		
100,000 or more sq. ft.	Moderate Shortage	10
60,000-99,999 sq. ft.	Moderate Shortage	6
40,000-59,999 sq. ft.	Moderate Shortage	6
20,000-39,999 sq. ft.	Balanced Market	6
5,000-19,999 sq. ft.	Balanced Market	5
Less than 5,000 sq. ft.	Balanced Market	4
Greenville		
100,000 or more sq. ft.	Substantial Oversupply	12
60,000-99,999 sq. ft.	Substantial Oversupply	12
40,000-59,999 sq. ft.	Balanced Market	8
20,000-39,999 sq. ft.	Moderate Oversupply	12
5,000-19,999 sq. ft.	Moderate Shortage	1
Less than 5,000 sq. ft.	Moderate Shortage	1
Houston		
100,000 or more sq. ft.	Moderate-Substantial Oversupply	6-12
60,000-99,999 sq. ft.	Moderate Oversupply	4-8
40,000-59,999 sq. ft.	Moderate-Substantial Oversupply	3-6
20,000-39,999 sq. ft.	Moderate-Substantial Oversupply	3-6
5,000-19,999 sq. ft.	Moderate-Substantial Oversupply	2-4
Less than 5,000 sq. ft.	Balanced Market-Substantial Oversupply	2-4
Jacksonville		
100 000 or more sq. ft.	Balanced Market	8
60,000-99,999 sq. ft.	Moderate Shortage	3
40,000-59,999 sq. ft.	Moderate Shortage	2
20,000-39,999 sq. ft.	Moderate Shortage	2
5,000-19,999 sq. ft.	Moderate Shortage	2
Less than 5,000 sq. ft.	Substantial Shortage	1

EXHIBIT 36
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE SOUTH

	Vacancy Situation	Average Shelf Life (Months)
Orlando		
100,000 or more sq. ft.	Substantial Shortage	9
60,000-99,999 sq. ft.	Moderate Shortage	8
40,000-59,999 sq. ft.	Moderate Shortage	4
20,000-39,999 sq. ft.	Moderate Shortage	4
5,000-19,999 sq. ft.	Moderate Shortage	4
Less than 5,000 sq. ft.	Substantial Shortage	4
Richmond		
100,000 or more sq. ft.	Moderate Oversupply	9
60,000-99,999 sq. ft.	Moderate Oversupply	9
40,000-59,999 sq. ft.	Moderate Oversupply	6
20,000-39,999 sq. ft.	Moderate Oversupply	6
5,000-19,999 sq. ft.	Moderate Oversupply	6
Less than 5,000 sq. ft.	Moderate Oversupply	2
Tulsa		
100,000 or more sq. ft.	Substantial Shortage	9
60,000-99,999 sq. ft.	Substantial Shortage	9
40,000-59,999 sq. ft.	Moderate Shortage	9
20,000-39,999 sq. ft.	Moderate Shortage	4
5,000-19,999 sq. ft.	Moderate Shortage	4
Less than 5,000 sq. ft.	Balanced Market	2
Little Rock		
100,000 or more sq. ft.	Moderate Oversupply	12-15
60,000-99,999 sq. ft.	Moderate Oversupply	12-15
40,000-59,999 sq. ft.	Moderate Oversupply	6-10
20,000-39,999 sq. ft.	Balanced Market-Moderate Oversupply	6-10
5,000-19,999 sq. ft.	Balanced Market-Moderate Shortage	6-10
Less than 5,000 sq. ft.	Balanced Market-Substantial Shortage	4-6
Memphis		
100,000 or more sq. ft.	Substantial Oversupply	12
60,000-99,999 sq. ft.	Substantial Oversupply	12
40,000-59,999 sq. ft.	Substantial Oversupply	12
20,000-39,999 sq. ft.	Substantial Oversupply	12
5,000-19,999 sq. ft.	Moderate Oversupply	12
Less than 5,000 sq. ft.	Moderate Oversupply	6

EXHIBIT 36
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE SOUTH

	Vacancy Situation	Average Shelf Life (Months)
Miami		
100,000 or more sq. ft.	Balanced Market-Moderate Oversupply	6
60,000-99,999 sq. ft.	Moderate Oversupply	6
40,000-59,999 sq. ft.	Moderate Oversupply	6
20,000-39,999 sq. ft.	Balanced Market	4
5,000-19,999 sq. ft.	Balanced Market-Moderate Oversupply	3-6
Less than 5,000 sq. ft.	Balanced Market-Substantial Oversupply	3-12
New Orleans		
100,000 or more sq. ft.	Balanced Market	6
60,000-99,999 sq. ft.	Balanced Market	6
40,000-59,999 sq. ft.	Balanced Market	6
20,000-39,999 sq. ft.	Moderate Shortage	4
5,000-19,999 sq. ft.	Moderate Shortage	4
Less than 5,000 sq. ft.	Substantial Shortage	Same

Most Absorption in Industrial Parks

Fifteen of the 18 Southern metropolitan areas have most of their activity taking place in industrial parks. Only Charleston, Greenville, and Memphis have 50 percent or more of their activity outside industrial parks. Warehousing and distribution activities continues to absorb most of the space.

EXHIBIT 37
COMPOSITION OF ABSORPTION
IN THE SOUTH

	Industry			Inside/Outside Industrial Park	
	Warehousing/ Distribution	Manufacturing	Research and Development	Inside	Outside
Atlanta	60-80%	5-20%	15-20%	80-90%	10-20%
Baltimore	70-75%	5%	20-25%	70-75%	25-30%
Charleston	60%	40%	0%	30%	70%
Charlotte	65%	15%	20%	70%	30%
Dallas	55%	5%	40%	75%	25%
El Paso	60-75%	25-40%	0%	90-99%	0-10%
Fort Smith	45%	35%	20%	60%	40%
Fort Worth	60%	35%	5%	65%	35%
Greenville	80%	20%	0%	90%	10%
Houston	65-90%	5-25%	5-10%	50-60%	40-50%
Jacksonville	85%	10%	5%	60%	40%
Little Rock	70-80%	15-25%	5%	50-90%	10-50%
Memphis	75%	25%	0%	62%	38%
Miami	70-90%	5-25%	5%	40-60%	40-60%
New Orleans	80%	10%	10%	80%	20%
Orlando	65%	30%	5%	60%	40%
Richmond	70%	20%	10%	75%	25%
Tulsa	70%	25%	5%	90%	10%

Financing Supplies by Many Sources

A variety of sources were cited as the most important supplier of financing for purchases of industrial properties in the South. The most frequently mentioned source was industrial revenue bonds followed by commercial banks. Interest rates ranged from 10 to 15 percent for loans from commercial banks. Money was generally available, although there were reports of some tightness.

EXHIBIT 38
MORTGAGE FINANCING FOR INDUSTRIAL PROPERTIES
IN THE SOUTH

	Most Important Source	Most Prevalent Interest Rate	Money Supply Availability
Atlanta	Insurance Co.	13.0-16.0%	Tight
Baltimore	Ind. Rev. Bonds	12.0-14.0%	NA
Charleston	Ind. Rev. Bonds	NA	Ample
Charlotte	Commercial Banks	18.0%	Moderate
Dallas	Insurance Co.	14.0-16.0%	Tight
El Paso	Ind. Rev. Bonds	12.0%	Tight
Fort Smith	Commercial Banks	**	Moderate
Fort Worth	Commercial Banks	18.0%	NA
Greenville	Commercial Banks	18.0%	Moderate
Houston	Commercial Banks	18.0%-***	Tight
Jacksonville	Pension Funds	NA	Tight
Little Rock	Ind. Rev. Bonds-Owner Financing	10.0-13.5%	Moderate
Memphis	Ind. Rev. Bonds	14.0-15.0%	Moderate
Miami	Pension Funds-Owner Financing	16.0%	Moderate-Tight
New Orleans	NA	NA	NA
Orlando	Insurance Co.	13.5-16.5%	Tight
Richmond	Ind. Rev. Bonds	*	Tight
Tulsa	Ind. Rev. Bonds	*	Tight

*Prime minus **Prime ***Prime plus

Outlook

The general outlook for industrial real estate activity over the next 12 months in the South is guardedly optimistic. Most of our Southern panelists expect the dollar volume of sales and leases to increase from five to 15 percent and prices to climb modestly from five to 10 percent. Construction costs are expected to rise or remain stable. The outlook for absorption is mixed, with almost an even division between expectations for increases, decreases and stability. Interest rates are expected to fall with most panelists expecting declines of one to two points.

EXHIBIT 39
OUTLOOK FOR INDUSTRIAL REAL ESTATE ACTIVITY FOR NEXT 12 MONTHS
IN THE SOUTH

	Prices		Dollar Volume		Construction Costs	Absorption	Interest Rates
	Sales	Leases	Sales	Leases			
Atlanta	Same-Up 5%	Mixed	Up 5-10%	Up 5-10%	Same-Up 10%	Same-Up 10%	Down 2%
Baltimore	Up 10%	Same-Up 10%	Same	Same-Up 10%	Same	Down 10%-Same	Same
Charleston	Up 10%	Up 10%	Up 25%	Up 20%	Up 5%	Same	Down 3%
Charlotte	Same	Same	Up 15%	Up 15%	Up 10%	Up 15%	Down 2%
Dallas	Up 10%	Up 15%	Up 10%	Up 10%	Same	Up 15%	Down 2%
El Paso	Same-Up 10%	Same-Up 10%	Same-Up 10%	Up 10-15%	Same-Up 10%	Up 10-15%	Same-Up 2%
Fort Smith	Same	Same	Up 10%	Up 10%	Up 10%	Up 10%	Same
Fort Worth	Same	Same	Same	Same	Same	Same	Down 1%
Greenville	Down 5%	Same	Up 5%	Same	Same	Down 10%	Down 2%
Houston	Up 5-10%	Same-Up 10%	Mixed	Mixed	Same-Up 5%	Down 15%-Same	Down 2%
Jacksonville	Up 10%	Up 5%	Same	Up 5%	Up 5%	Up 5%	NA
Little Rock	Down 10%-Same	Down 10%-Same	Mixed	Down 10%-Same	Down 5%-Same	Down 20%-Same	Down 3%-Same
Memphis	Same	Same	Same	Same	Same	Same	Same
Miami	Down 10-15%	Down 10%-Same	Down 25%	Down 10-20%	Down 10%-Same	Down 20%-Same	Down 3%-Same
New Orleans	Same	Up 15%	Up 10%	Same	Same	Up 10%	Down 2%
Orlando	Up 15%	Up 10%	Up 5%	Up 5%	Up 10%	Up 10%	Down 3%
Richmond	Up 5%	Up 5%	Up 10%	Up 10%	Same	Up 10%	Down 2%
Tulsa	Down 5%	Same	Same	Same	Same	Down 10%	NA

THE WESTERN REGION

Five Western metropolitan areas are included in our Spring 1982 survey: Albuquerque, Denver, Los Angeles, Portland and Seattle. Since Los Angeles covers such a large geographic area and is composed of smaller market areas, it is further broken into four sub areas: East, West, Orange County and San Bernadino-Riverside.

Dollar Volume Off

Like the other regions of the country, the West continues to experience declining dollar volumes for both sales and leases. All types of activity were affected. The most upbeat reports are from Albuquerque and Denver.

EXHIBIT 40
DOLLAR VOLUME OF SALES AND LEASES COMPARED TO
A YEAR AGO IN THE WEST

	Manufacturing		Warehousing/ Distribution		Research and Development	
	Sales	Leases	Sales	Leases	Sales	Leases
Albuquerque	Same	Same	Same	Down 20%	Same	Same
Denver	Down 10%-Same	Down 10%-Same	Mixed	Mixed	Mixed	Mixed
Los Angeles -- East	Down 50%	Down 20%	Down 50%	Down 20%	Down 50%	Down 50%
Los Angeles -- West	Down 10%	Down 10%	Down 10%	Down 10%	Down 10%	Down 10%
Los Angeles -- Orange County	Down 20%	Down 20%	Down 10%	Down 10%	Down 10%	Down 10%
Los Angeles -- San Bernadino-Riverside	Down 50%	Down 25%	Down 50%	Down 20%	Same	Same
Portland	Down 10-50%	Down 10-50%	Down 10-50%	Down 10-50%	Mixed	Mixed
Seattle	Down 50%	Down 30%	Down 10%	Down 30%	Same	Down 20%

Sales Prices for Buildings Range Widely

Sales prices for industrial buildings in the West ranged considerably. The highest prices were reported in suburban Orange County and the lowest prices were in Portland. Price changes over the past 12 months in the West have been modest with most reports indicating changes of 10 percent or less.

EXHIBIT 41
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE WEST

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Albuquerque				
100,000 or more sq. ft.	$25.00	Same	$25.00	Same
60,000-99,999 sq. ft.	$25.00	Same	$25.00	Same
40,000-59,999 sq. ft.	$25.00	Same	$25.00	Same
20,000-39,999 sq. ft.	$27.00	Up 10%	$27.00	Up 10%
5,000-19,999 sq. ft.	$30.00	Up 10%	$30.00	Up 10%
Less than 5,000 sq. ft.	$33.00	Up 10%	$33.00	Up 10%
Denver				
100,000 or more sq. ft.	$23.00-28.00	Up 10-15%	$20.00-23.00	Same-Up 15%
60,000-99,999 sq. ft.	$20.00-27.00	Same-Up 10%	$22.00-35.00	Same-Up 10%
40,000-59,999 sq. ft.	$20.00-25.00	Same-Up 5%	$24.00-38.00	Same-Up 5%
20,000-39,999 sq. ft.	$20.00-28.00	Same-Up 5%	$26.00-34.00	Same-Up 5%
5,000-19,999 sq. ft.	$25.00-45.00	Up 5-10%	$28.00-38.00	Same-Up 5%
Less than 5,000 sq. ft.	$35.00-36.00	Same-Up 15%	$35.00-40.00	Same-Up 15%
Los Angeles -- East				
100,000 or more sq. ft.	$32.00	Same	NA	NA
60,000-99,999 sq. ft.	$32.00	Same	NA	NA
40,000-59,999 sq. ft.	$40.00	Down 5%	NA	NA
20,000-39,999 sq. ft.	$45.00	Down 5%	NA	NA
5,000-19,999 sq. ft.	$50.00	Down 5%	NA	NA
Less than 5,000 sq. ft.	$50.00	Down 10%	NA	NA

EXHIBIT 41
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE WEST

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Los Angeles -- West				
100,000 or more sq. ft.	NA	NA	NA	Down 5%
60,000-99,999 sq. ft.	NA	NA	NA	Down 5%
40,000-59,999 sq. ft.	NA	NA	NA	Down 5%
20,000-39,999 sq. ft.	NA	NA	NA	Down 5%
5,000-19,999 sq. ft.	NA	NA	NA	Same
Less than 5,000 sq. ft.	NA	NA	NA	Same
Los Angeles -- Orange County				
100,000 or more sq. ft.	NA	NA	$33.00	Up 10%
60,000-99,999 sq. ft.	NA	NA	$37.00	Up 10%
40,000-59,999 sq. ft.	NA	NA	$40.00	Up 10%
20,000-39,999 sq. ft.	NA	NA	$47.00	Up 10%
5,000-19,999 sq. ft.	NA	NA	$55.00	Up 10%
Less than 5,000 sq. ft.	NA	NA	$75.00	Up 15%
Los Angeles -- San Bernadino-Riverside				
100,000 or more sq. ft.	$27.00-31.00	Same	NA	NA
60,000-99,999 sq. ft.	$30.00-33.00	Same	NA	NA
40,000-59,999 sq. ft.	$32.00-34.00	Same	NA	NA
20,000-39,999 sq. ft.	$33.00-35.00	Up 10%	NA	NA
5,000-19,999 sq. ft.	$35.00-37.00	Up 10%	NA	NA
Less than 5,000 sq. ft.	$40.00	Up 10%	NA	NA
Portland				
100,000 or more sq. ft.	$18.00-20.00	Same	$18.00-20.00	Down 5%-Same
60,000-99,999 sq. ft.	$18.00-25.00	Down 5%	$18.00-25.00	Down 5%-Same
40,000-59,999 sq. ft.	$20.00-30.00	Same	$20.00-30.00	Same
20,000-39,999 sq. ft.	$20.00-30.00	Down 15%-Same	$20.00-30.00	Down 10%-Same
5,000-19,999 sq. ft.	$30.00-35.00	Same	$30.00-34.00	Same
Less than 5,000 sq. ft.	$30.00-35.00	Same	$30.00-35.00	Same
Seattle				
100,000 or more sq. ft.	NA	NA	$32.00	Up 15%
60,000-99,999 sq. ft.	NA	NA	$32.00	Up 15%
40,000-59,999 sq. ft.	$35.00	Up 10%	$35.00	Up 10%
20,000-39,999 sq. ft.	$40.00	Up 10%	$38.00	Same
5,000-19,999 sq. ft.	$45.00	Up 10%	$40.00	Same
Less than 5,000 sq. ft.	$50.00	Same	$45.00	Same

Site Prices in West Rise Slowly

Prices of industrial sites in this region ranged from a low of $.25 a square foot for unimproved land in suburban Denver to a high of $14.00 a square foot for a small improved site in Orange County. Again, changes during the past year have been moderate although increases of 20 percent were cited in Orange County and Seattle.

EXHIBIT 42
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE WEST

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Albuquerque				
Improved				
Less than 2 acres	$2.00	Same	$0.75	Same
2-5 acres	$1.60	Same	$0.70	Same
6-9 acres	$1.50	Same	$0.70	Same
10 or more acres	$1.25	Same	$0.50	Same
Unimproved				
Less than 10 acres	$1.00	Same	$0.70	Same
10-99 acres	$0.85	Same	$0.50	Same
100 or more acres	$0.75	Same	$0.35	Same
Denver				
Improved				
Less than 2 acres	$2.75-4.00	Same	$2.00-6.00	Same-Up 10%
2-5 acres	$2.50-3.00	Same-Up 10%	$2.00-4.00	Same-Up 10%
6-9 acres	$2.25	Up 15%	$2.20	Up 10%
10 or more acres	$2.10	Up 15%	$2.00	Up 10%
Unimproved				
Less than 10 acres	$1.50-2.00	Same	$0.85-2.50	Same-Up 20%
10-99 acres	NA	NA	$0.55-1.25	Same
100 or more acres	NA	NA	$0.25	Same

EXHIBIT 42
SALES PRICES OF PRIME INDUSTRIAL SITES
IN THE WEST

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Los Angeles -- San Bernadino-Riverside				
Improved				
Less than 2 acres	$3.75-5.00	Up 10%	NA	NA
2-5 acres	$3.50-4.50	Up 10%	NA	NA
6-9 acres	$3.25-4.25	Up 10%	NA	NA
10 or more acres	$3.00-4.00	Up 10%	NA	NA
Unimproved				
Less than 10 acres	$1.50-1.75	Same	NA	NA
10-99 acres	$0.75-1.25	Same	NA	NA
100 or more acres	$0.50-1.00	Same	NA	NA
Portland				
Improved				
Less than 2 acres	$5.00-8.00	Same	$3.00-3.25	Down 15%-Same
2-5 acres	$2.50-5.00	Down 5%-Same	$1.50-3.00	Same
6-9 acres	$2.00-4.00	Same	$1.00-2.00	Down 10%-Same
10 or more acres	$2.00-3.00	Same	$1.00-2.00	Down 10%-Same
Unimproved				
Less than 10 acres	NA	NA	$1.00-1.50	Same
10-99 acres	$1.50	Same	$0.75-1.50	Same
100 or more acres	NA	NA	$1.00	Same
Seattle				
Improved				
Less than 2 acres	$11.00	Up 10%	$4.50	Up 10%
2-5 acres	NA	NA	$4.00	Up 15%
6-9 acres	NA	NA	$3.50	Up 20%
10 or more acres	NA	NA	$3.50	Up 20%
Unimproved				
Less than 10 acres	NA	NA	$2.50	Same
10-99 acres	NA	NA	$2.25	Same
100 or more acres	NA	NA	$1.50	Same

Lease Prices Also Stabilize

Lease prices in the West varied from under $2.00 a square foot in Portland to over $6.00 a square foot in Orange County. In general, lease prices have either remained stable or declined during the past year with only Seattle and Orange County reporting significant increases of up to 10 percent across all size categories.

EXHIBIT 43
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE WEST

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Albuquerque				
100,000 or more sq. ft.	$2.80	Up 5%	NA	NA
60,000-99,999 sq. ft.	$2.80	Same	NA	NA
40,000-59,999 sq. ft.	$2.80	Same	NA	NA
20,000-39,999 sq. ft.	$3.25	Same	$3.00	Same
5,000-19,999 sq. ft.	$4.25	Up 5%	$3.25	Up 10%
Less than 5,000 sq. ft.	$4.50	Same	$3.50	Up 10%
Denver				
100,000 or more sq. ft.	$2.10-3.10	Same-Up 5%	$2.50-3.10	Same-Up 5%
60,000-99,999 sq. ft.	$2.10-3.15	Same-Up 5%	$2.60-3.15	Same-Up 5%
40,000-59,999 sq. ft.	$2.35-3.25	Up 10%	$2.25-3.25	Same-Up 10%
20,000-39,999 sq. ft.	$2.25-3.25	Same-Up 10%	$2.50-3.25	Same-Up 10%
5,000-19,999 sq. ft.	$2.50-5.55	Same-Up 5%	$2.75-5.45	Same-Up 5%
Less than 5,000 sq. ft.	$3.00-4.00	Up 5-10%	$3.00-4.50	Same-Up 10%
Los Angeles -- East				
100,000 or more sq. ft.	$3.25	Down 5%	NA	NA
60,000-99,999 sq. ft.	$3.25	Down 5%	NA	NA
40,000-59,999 sq. ft.	$3.60	Same	NA	NA
20,000-39,999 sq. ft.	$3.75	Same	NA	NA
5,000-19,999 sq. ft.	$3.80	Down 5%	NA	NA
Less than 5,000 sq. ft.	$4.00	Down 5%	NA	NA

EXHIBIT 43
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN THE WEST

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Los Angeles -- West				
100,000 or more sq. ft.	NA	NA	NA	Same
60,000-99,999 sq. ft.	NA	NA	$3.60-5.00	Same
40,000-59,999 sq. ft.	NA	NA	$4.00-5.40	Same
20 000-39,999 sq. ft.	NA	NA	$4.00-5.40	Same
5,000-19,999 sq. ft.	NA	NA	$4.80-6.00	Up 5%
Less than 5,000 sq. ft.	NA	NA	$4.80-6.60	Up 5%
Los Angeles -- Orange County				
100,000 or more sq. ft.	NA	NA	$3.00	Up 10%
60,000-99,999 sq. ft.	NA	NA	$3.00	Up 10%
40,000-59,999 sq. ft.	NA	NA	$4.00	Up 10%
20,000-39,999 sq. ft.	NA	NA	$4.20	Up 10%
5,000-19,999 sq. ft.	NA	NA	$4.80	Up 10%
Less than 5,000 sq. ft.	NA	NA	$5.20	Up 10%
Los Angeles -- San Bernadino-Riverside				
100,000 or more sq. ft.	$2.90	Down 10%	NA	NA
60,000-99,999 sq. ft.	$3.12	Same	NA	NA
40,000-59,999 sq. ft.	$3.24	Same	NA	NA
20,000-39,999 sq. ft.	$3.36	Same	NA	NA
5,000-19,999 sq. ft.	$3.48	Same	NA	NA
Less than 5,000 sq. ft.	$3.84	Same	NA	NA
Portland				
100,000 or more sq. ft.	$2.00-2.40	Down 15%-Same	$1.90-2.20	Down 10%-Same
60,000-99,999 sq. ft.	$2.15-2.40	Down 15%-Same	$2.00-2.16	Down 10%-Same
40,000-59,999 sq. ft.	$2.30-2.60	Down 15%-Same	$2.15-2.16	Down 10%-Same
20,000-39,999 sq. ft.	$2.40-2.64	Down 15%-Same	$2.30-2.50	Same
5,000-19,999 sq. ft.	$2.60-3.00	Down 15%-Same	$2.75-3.00	Down 10%-Same
Less than 5,000 sq. ft.	$2.80-3.50	Down 5%-Same	$3.00-3.48	Down 5%-Same
Seattle				
100,000 or more sq. ft.	$3.60	Up 10%	$3.00	Same
60,000-99,999 sq. ft.	$3.60	Up 5%	$3.00	Same
40,000-59,999 sq. ft.	$3.96	Up 10%	$3.00	Same
20,000-39,999 sq. ft.	$3.96	Up 10%	$3.30	Down 5%
5,000-19,999 sq. ft.	$4.08	Up 10%	$3.60	Same
Less than 5,000 sq. ft.	$4.92	Up 5%	$4.32	Up 10%

Rate of Construction

Overall construction of new industrial buildings has declined over the past 12 months in our Western metropolitan areas. These general declines are the same for all types of properties: manufacturing, warehousing and distribution, and research and development. However, there were reports of increases in construction of research and development properties in Seattle and Orange County.

EXHIBIT 44
RATE OF NEW CONSTRUCTION COMPARED TO A YEAR AGO
IN THE WEST

	Manufacturing	Warehousing/ Distribution	Research and Development
Albuquerque	Same	Same	Same
Denver	Same-Down Moderately	Same-Down Moderately	Mixed
Los Angeles -- East	Down Moderately	Down Moderately	Down Substantially
Los Angeles -- West	Down Substantially	Down Substantially	Down Substantially
Los Angeles -- Orange County	Same	Same	Up Moderately
Los Angeles -- San Bernadino-Riverside	Down Substantially	Down Substantially	Same
Portland	Down Substantially	Down Substantially	Mixed
Seattle	Down Substantially	Down Substantially	Up Moderately

Construction Costs

Construction costs in our Western cities ranged from a low of $10.00 a square foot in Los Angeles to a high of $35.00 a square foot in Albuquerque and Seattle. Over the past year, costs generally increased moderately or stabilized. Only Albuquerque and Seattle report increases.

EXHIBIT 45
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE WEST

Albuquerque	Cost Per Square Foor	Change From a Year Ago
100,000 or more sq. ft.	$28.00	Up 15%
60,000-99,999 sq. ft.	$28.00	Up 15%
40,000-59,999 sq. ft.	$28.00	Up 15%
20,000-39,999 sq. ft.	$30.00	Up 10%
5,000-19,999 sq. ft.	$30.00	Up 10%
Less than 5,000 sq. ft.	$35.00	Up 20%

EXHIBIT 45
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE WEST

	Cost Per Square Foot	Change From a Year Ago
Denver		
100,000 or more sq. ft.	$14.00-18.00	Same
60,000-99,999 sq. ft.	$15.00-18.00	Same
40,000-59,999 sq. ft.	$16.00-18.00	Same
20,000-39 999 sq. ft.	$16.00-19.00	Same
5,000-19,999 sq. ft.	$22.00-25.00	Same
Less than 5,000 sq. ft.	$25.00	Same
Los Angeles -- East		
100,000 or more sq ft.	$15.00	Same
60 000-99,999 sq. ft.	$17.00	Same
40,000-59,999 sq. ft.	$18.00	Same
20,000-39,999 sq. ft.	$19.00	Same
5,000-19,999 sq. ft.	$21.00	Same
Less than 5,000 sq. ft.	$24.00	Same
Los Angeles -- West		
100,000 or more sq. ft.	NA	NA
60,000-99,999 sq. ft.	NA	NA
40,000-59 999 sq. ft.	NA	NA
20,000-39,999 sq. ft.	NA	NA
5,000-19,999 sq. ft.	NA	NA
Less than 5,000 sq. ft.	NA	NA
Los Angeles -- Orange County		
100,000 or more sq. ft.	$10.00	Same
60,000-99,999 sq. ft.	$12.00	Same
40,000-59,999 sq. ft.	$14.00	Same
20,000-39,999 sq. ft.	$17.00	Same
5,000-19,999 sq. ft.	$20.00	Same
Less than 5,000 sq. ft.	$22.00	Same
Los Angeles -- San Bernadino-Riverside		
100,000 or more sq. ft.	$18.00	Same
60,000-99,999 sq. ft.	$18.00	Same
40,000-59,999 sq. ft.	$19.00	Same
20,000-39,999 sq. ft.	$20.00	Same
5,000-19,999 sq. ft.	$22.00	Same
Less than 5,000 sq. ft.	$27.00	Same

EXHIBIT 45
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN THE WEST

	Cost Per Square Foot	Change From a Year Ago
Portland		
100,000 or more sq. ft.	$19.00-20.00	Down 5%-Same
60,000-99,999 sq. ft.	$20.00	Down 10%-Same
40,000-59,999 sq. ft.	$20.00	Down 10%-Same
20,000-39,999 sq. ft.	$14.00-21.00	Down 20%-Same
5,000-19,999 sq. ft.	$16.00-22.00	Down 20%-Same
Less than 5,000 sq. ft.	$26.00-30.00	Down 20%-Same
Seattle		
100,000 or more sq. ft.	$19.00	Up 15%
60,000-99,999 sq. ft.	$19.00	Up 5%
40,000-59,999 sq. ft.	$22.00	Up 15%
20,000-39,999 sq. ft.	$23.00	Up 10%
5,000-19,999 sq. ft.	$30.00	Same
Less than 5,000 sq. ft.	$35.00	Same

Excess of Vacancies

Industrial properties appear readily available in our Western metropolitan areas. Except for isolated reports in Los Angeles and Denver, all areas cite either a balanced market or surplus.

EXHIBIT 46
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE WEST

	Vacancy Situation	Average Shelf Life (Months)
Albuquerque		
100,000 or more sq. ft.	Moderate Oversupply	24
60,000-99,999 sq. ft.	Balanced Market	12
40,000-59,999 sq. ft.	Moderate Oversupply	12
20,000-39,999 sq. ft.	Balanced Market	12
5,000-19,999 sq. ft.	Moderate Oversupply	9
Less than 5,000 sq. ft.	Moderate Oversupply	6

EXHIBIT 46
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE WEST

	Vacancy Situation	Average Shelf Life (Months)
Denver		
100,000 or more sq. ft.	Balanced Market	6-8
60,000-99,999 sq. ft.	Balanced Market	6-8
40,000-59,999 sq. ft.	Balanced Market	5-6
20,000-39,999 sq. ft.	Balanced Market	6-7
5,000-19,999 sq. ft.	Balanced Market-Moderate Shortage	6-7
Less than 5,000 sq. ft.	Balanced Market-Moderate Oversupply	5-12
Los Angeles -- East		
100,000 or more sq. ft.	Moderate Oversupply	10
60,000-99,999 sq. ft.	Moderate Oversupply	10
40,000-59,999 sq. ft.	Balanced Market	7
20,000-39,999 sq. ft.	Balanced Market	8
5,000-19,999 sq. ft.	Substantial Oversupply	10
Less than 5,000 sq. ft.	Moderate Oversupply	6
Los Angeles -- West		
100,000 or more sq. ft.	Substantial Shortage	6
60,000-99,999 sq. ft.	Balanced Market	6
40,000-59,999 sq. ft.	Balanced Market	6
20,000-39,999 sq. ft.	Moderate Oversupply	4
5,000-19,999 sq. ft.	Moderate Oversupply	3
Less than 5,000 sq. ft.	Moderate Oversupply	3
Los Angeles -- Orange County		
100,000 or more sq. ft.	Balanced Market	7
60,000-99,999 sq. ft.	Moderate Shortage	7
40,000-59,999 sq. ft.	Moderate Oversupply	7
20,000-39,999 sq. ft.	Moderate Shortage	7
5,000-19,999 sq. ft.	Moderate Oversupply	7
Less than 5,000 sq. ft.	Substantial Oversupply	7
Los Angeles -- San Bernadino-Riverside		
100,000 or more sq. ft.	Moderate Shortage	9
60,000-99,999 sq. ft.	Moderate Shortage	9
40,000-59,999 sq. ft.	Balanced Market	7
20,000-39 999 sq. ft.	Balanced Market	7
5,000-19,999 sq. ft.	Substantial Oversupply	15
Less than 5,000 sq. ft.	Substantial Oversupply	15

EXHIBIT 46
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN THE WEST

	Vacancy Situation	Average Shelf Life (Months)
Portland		
100,000 or more sq. ft.	Balanced Market-Substantial Oversupply	6-18
60,000-99,999 sq. ft.	Moderate-Substantial Oversupply	6-10
40,000-59,999 sq. ft.	Moderate-Substantial Oversupply	6-12
20,000-39,999 sq. ft.	Moderate-Substantial Oversupply	6-12
5,000-19,999 sq. ft.	Moderate-Substantial Oversupply	6-12
Less than 5,000 sq. ft.	Moderate-Substantial Oversupply	5-6
Seattle		
100,000 or more sq. ft.	Balanced Market	4
60,000-99,999 sq. ft.	Balanced Market	4
40,000-59,999 sq. ft.	Moderate Oversupply	6
20,000-39,999 sq. ft.	Substantial Oversupply	8
5,000-19,999 sq. ft.	Substantial Oversupply	8
Less than 5,000 sq. ft.	Substantial Oversupply	9

Absorption in Warehousing/Distribution and Manufacturing

As in other regions, warehousing and distribution activity is taking most of the available space in the West. However, manufacturing activity was also very active in this region, especially in Albuquerque and parts of Los Angeles. Absorption inside and outside industrial parks appears about even.

EXHIBIT 47
COMPOSITION OF ABSORPTION
IN THE WEST

	Industry			Inside/Outside Industrial Park	
	Warehousing/ Distribution	Manufacturing	Research and Development	Inside	Outside
Albuquerque	40%	50%	10%	40%	60%
Denver	50-70%	20-30%	10-20%	75-80%	20-25%
Los Angeles -- East	60%	40%	0%	60%	40%
Los Angeles -- West	30%	65%	5%	30%	70%
Los Angeles -- Orange County	35%	40%	25%	60%	40%
Los Angeles -- San Bernadino-Riverside	40%	50%	10%	60%	40%
Portland	60%	30%	10%	30-65%	35-70%
Seattle	60%	20%	20%	75%	25%

Financing From Seller

Sellers are providing an important source of financing in this region. In fact, three of the metropolitan areas rank the seller as the number one source. Other important sources are industrial revenue bonds, insurance companies and pension funds. Money, which is generally tight, is costing about 10 to 16 percent depending on the source and the equity terms.

EXHIBIT 48
MORTGAGE FINANCING FOR INDUSTRIAL PROPERTIES
IN THE WEST

	Most Important Source	Most Prevalent Interest Rate	Money Supply Availability
Albuquerque	Ind. Rev. Bonds	10.0%	Tight
Denver	Insurance Co.-Pension Funds	11.0-15.0%	Moderate-Tight
Los Angeles -- East	Insurance Co.	16.5%	Moderate
Los Angeles -- West	NA	NA	NA
Los Angeles -- Orange County	Owner Financing	13.0%	Tight
Los Angeles -- San Bernadino-Riverside	Owner Financing	14.0-16.0%	Tight
Portland	Insurance Co.-Ind. Rev. Bonds	13.0-16.0%	Moderate-Tight
Seattle	Owner Financing	13.0%	Moderate

Outlook For More of the Same

Western panelists' expectations on dollar volume are mixed with an almost even division among those expecting declines, stability and increases. Prices are expected to remain level or change little, except in Seattle, where increases ranging from 15 to 25 percent are expected. Construction costs and absorption also are viewed with mixed expectations. Interest rates in general are expected to decline one or two points.

EXHIBIT 49
OUTLOOK FOR INDUSTRIAL REAL ESTATE ACTIVITY FOR NEXT 12 MONTHS
IN THE WEST

	Prices		Dollar Volume				
	Sales	Leases	Sales	Leases	Construction Costs	Absorption	Interest Rates
Albuquerque	Up 10%	Up 5%	Same	Up 10%	Up 5%	Up 10%	Down 1%
Denver	Same-Up 10%	Same-Up 10%	Same-Up 10%	Same-Up 10%	Same-Up 15%	Same-Up 10%	Mixed
Los Angeles -- East	Down 10%	Down 10%	Down 30%	Same	Up 5%	Same	Down 2%
Los Angeles -- West	Down 10%	Down 10%	Down 10%	Down 10%	NA	NA	NA
Los Angeles -- Orange County	Same	Same	Down 20%	Down 10%	Down 5%	Down 15%	Same
Los Angeles -- San Bernadino-Riverside	Same	Same	Up 20%	Up 20%	Up 10%	Up 20%	Down 2%
Portland	Same	Same	Same-Up 20%	Same	Same-Up 10%	Same-Up 10%	Down 2%-Same
Seattle	Up 15%	Up 25%	Same	Up 10%	Up 10%	Same	Down 2%

CANADA

Two Canadian metropolitan areas, Montreal and Toronto are included in the Spring 1982 survey.

Dollar Volume Down

Both Montreal and Toronto report decreases in sales volume over the past 12 months. As in the U.S., volume is down for all types of activity.

EXHIBIT 50
DOLLAR VOLUME OF SALES AND LEASES COMPARED TO A YEAR AGO IN CANADA

	Manufacturing		Warehousing/ Distribution		Research and Development	
	Sales	Leases	Sales	Leases	Sales	Leases
Montreal	Down 10%	Down 10%	Down 10%	Down 10%	Down 25%	Down 25%
Toronto	Down 15%-Same	Down 25%-Same	Mixed	Down 12%-Same	Down 15%-Same	Down 10-12%

Sales Prices

Prices of industrial buildings in suburban Montreal ranged from $25.00 to $40.00 a square foot, while in Toronto prices ranged from $17.00 to $55.00 a square foot. During the past year prices have increased in Montreal and remained level or dropped in Toronto.

EXHIBIT 51
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN CANADA

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Montreal				
100,000 or more sq. ft.	NA	NA	$25.00-30.00	Up 15%
60,000-99,999 sq. ft.	NA	NA	$25.00-30.00	Up 15%
40,000-59,999 sq. ft.	NA	NA	$28.00-35.00	Up 15%
20,000-39,999 sq. ft.	NA	NA	$30.00-35.00	Up 12%
5,000-19,999 sq. ft.	NA	NA	$35.00-40.00	Up 10%
Less than 5,000 sq. ft.	NA	NA	$45.00	Up 10%
Toronto				
100,000 or more sq. ft.	NA	NA	$17.00-28.00	Down 15%
60,000-99,999 sq. ft.	NA	NA	$18.00-28.00	Down 15%
40,000-59,999 sq. ft.	NA	NA	$20.00-32.00	Down 15%
20,000-39,999 sq. ft.	NA	NA	$23.00-36.00	Same
5,000-19,999 sq. ft.	NA	NA	$25.00-42.00	Same
Less than 5,000 sq. ft.	NA	NA	$27.00-55.00	Same

Site Prices

Prices in the two Canadian cities range from $.15 a square foot for unimproved land in suburban Toronto to $11.00 a square foot for improved acreage in the city itself. Over the past 12 months, prices of improved land in both cities have increased while prices for unimproved land have remained stable.

EXHIBIT 52
SALES PRICES OF PRIME INDUSTRIAL SITES
IN CANADA

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Montreal				
Improved				
Less than 2 acres	$8.00-10.00	NA	$3.50-5.00	Up 15%
2-5 acres	$6.00-10.00	NA	$3.50-5.00	Up 15%
6-9 acres	$5.00-8.00	NA	$3.50-5.00	Up 15%
10 or more acres	$5.00-7.00	NA	$2.50-5.00	Up 15%
Unimproved				
Less than 10 acres	NA	NA	$0.80-1.25	Same
10-99 acres	NA	NA	$0.70-1.00	Same
100 or more acres	NA	NA	$0.70-1.00	Same
Toronto				
Improved				
Less than 2 acres	$8.00-11.00	NA	$1.50-5.00	Up 15%
2-5 acres	$5.75-6.00	NA	$1.25-5.00	Up 15%
6-9 acres	$5.75	NA	$1.25-4.00	Up 15%
10 or more acres	$5.75	NA	$0.75-4.00	Up 15%
Unimproved				
Less than 10 acres	NA	NA	$0.40-1.00	Same
10-99 acres	NA	NA	$0.25-1.00	Same
100 or more acres	NA	NA	$0.15-1.00	Same

Lease Prices Similar in Each City

Lease prices in the suburbs of both of the Canadian cities are about equal ranging form $3.30 to $7.00 a square foot. However, over the past 12 months prices in Montreal have increased while prices in Toronto have fallen.

EXHIBIT 53
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN CANADA

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Montreal				
100,000 or more sq. ft.	NA	NA	$3.50-4.10	Up 10%
60,000-99,999 sq. ft.	NA	NA	$3.80-4.60	Up 15%
40,000-59,999 sq. ft.	NA	NA	$3.85-4.80	Up 10%
20,000-39,999 sq. ft.	NA	NA	$4.25	Up 5%
5,000-19,999 sq. ft.	NA	NA	$5.00	Up 20%
Less than 5,000 sq. ft.	NA	NA	$5.50	Up 25%
Toronto				
100,000 or more sq. ft.	NA	NA	$3.30-4.10	Down 10%
60,000-99,999 sq. ft.	NA	NA	$3.50-4.25	Down 10%
40,000-59,999 sq. ft.	NA	NA	$3.80-4.60	Down 10%
20,000-39,999 sq. ft.	NA	NA	$3.50-5.10	Down 10%
5,000-19,999 sq. ft.	NA	NA	$3.50-6.00	Down 10%
Less than 5,000 sq. ft.	NA	NA	$4.50-7.00	Down 10%

Rate of Construction Decline

Rates of construction of industrial buildings in these two Canadian cities have generally declined over the past year.

EXHIBIT 54
RATE OF NEW CONSTRUCTION COMPARED TO A YEAR AGO
IN CANADA

	Manufacturing	Warehousing/ Distribution	Research and Development
Montreal	Down Moderately	Down Moderately	Down Moderately
Toronto	Same-Down Moderately	Mixed	Mixed

Construction Costs Up

Both Canadian cities have experienced increases in construction costs over the past 12 months. Montreal, with costs ranging from $19.00 to $38.00 a square foot, has had about a 10 percent cost increase. Toronto, with costs of $19.00 to $35.00 has had increases of 10 to 20 percent.

EXHIBIT 55
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN CANADA

	Cost Per Square Foor	Change From a Year Ago
Montreal		
100,000 or more sq. ft.	$19.00	Up 10%
60,000-99 999 sq. ft.	$22.00	Up 10%
40,000-59,999 sq. ft.	$22.00	Up 10%
20,000-39,999 sq. ft.	$24.00	Up 10%
5,000-19,999 sq. ft.	$29.00	Up 10%
Less than 5,000 sq. ft.	$38.00	Up 10%
Toronto		
100,000 or more sq. ft.	$19.00-21.00	Up 10-20%
60,000-99,999 sq. ft.	$19.00-22.00	Up 10-20%
40,000-59,999 sq. ft.	$21.00-23.00	Up 10-20%
20,000-39 999 sq. ft.	$23.00-25.00	Up 10-20%
5,000-19,999 sq. ft.	$28.00-30.00	Up 10-20%
Less than 5,000 sq. ft.	$30.00-35.00	Up 10-20%

Canadian Vacancies Generally Balanced

There are differences reported in vacancies between these two Canadian cities. Montreal is experiencing a balanced market for all size categories. Toronto is experiencing a balanced market to moderate shortages for larger sized properties and a balanced market to moderate oversupply situation for smaller sized properties.

EXHIBIT 56
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN CANADA

	Vacancy Situation	Average Shelf Life (Months)
Montreal		
100,000 or more sq. ft.	Balanced Market	12
60,000-99,999 sq. ft.	Balanced Market	9
40,000-59,999 sq. ft.	Balanced Market	6
20,000-39,999 sq. ft.	Balanced Market	4
5,000-19,999 sq. ft.	Balanced Market	3
Less than 5,000 sq. ft.	Balanced Market	3
Toronto		
100,000 or more sq. ft.	Balanced Market-Moderate Shortage	9-15
60,000-99,999 sq. ft.	Balanced Market-Moderate Shortage	9-10
40,000-59,999 sq. ft.	Moderate Shortage	6-12
20,000-39,999 sq. ft.	Mixed	6-12
5,000-19,999 sq. ft.	Moderate Oversupply	4-9
Less than 5,000 sq. ft.	Balanced Market-Moderate Oversupply	3-9

Absorption in Warehousing/Distribution Inside Parks

Panelists in both cities report that most absorption is devoted to warehousing and distribution activity with manufacturing next in importance. Both cities also have most activity taking place inside industrial parks.

EXHIBIT 57
COMPOSITION OF ABSORPTION
IN CANADA

	Industry			Inside/Outside Industrial Park	
	Warehousing/ Distribution	Manufacturing	Research and Development	Inside	Outside
Montreal	65%	30%	5%	80%	20%
Toronto	55-75%	20-35%	5-15%	75-90%	10-25%

Insurance Companies Provide Financing

Insurance companies are the most important source of financing of industrial properties in both Montreal and Toronto. Interest rates range from 16.5 to 18.5 percent. Money availability is described as moderate to tight.

EXHIBIT 58
MORTGAGE FINANCING FOR INDUSTRIAL PROPERTIES
IN CANADA

	Most Important Source	Most Prevalent Interest Rate	Money Supply Availability
Montreal	Insurance Co.	16.5%	Moderate
Toronto	Insurance Co.	18.0-18.5%	Moderate-Tight

Canadian Outlook Mixed

Our Canadian panelists exhibit different expectations concerning the outlook over the next 12 months. Panelists in Montreal expect a stable dollar volume of sales and leases, increases in prices and construction costs, stable absorption and interest rates. Expectations in Toronto are for increases in dollar volume, mixed price changes, and increases in construction costs and absorption.

EXHIBIT 59
OUTLOOK FOR INDUSTRIAL REAL ESTATE ACTIVITY FOR NEXT 12 MONTHS
IN CANADA

	Prices		Dollar Volume				
	Sales	Leases	Sales	Leases	Construction Costs	Absorption	Interest Rates
Montreal	Up 10%	Up 30%	Same	Same	Up 10%	Same	Same
Toronto	Mixed	Mixed	Up 5-15%	Up 5-10%	Up 10-15%	Same-Up 10%	NA

FRANCE

France is included in our survey for the first time. Three cities are covered: Paris, Lille and Lyon. All prices are in U.S. dollars at the exchange rate at the time of the survey.

Dollar Volume Mixed

The French cities have experienced mixed changes in the dollar volume of activity over the past 12 months. Reports from Paris indicate decreases of 15 percent for manufacturing sales volume and an increase of 10 percent for leases of warehousing/distribution and research and development facilities. Reports from Lyon indicate volume is up five to 15 percent for all types of activity.

EXHIBIT 60
DOLLAR VOLUME OF SALES AND LEASES COMPARED TO A YEAR AGO IN FRANCE

	Manufacturing		Warehousing/ Distribution		Research and Development	
	Sales	Leases	Sales	Leases	Sales	Leases
Paris	Down 15%	Same	Same	Up 10%	Same	Up 10%
Lille	NA	NA	NA	NA	NA	NA
Lyon	Up 10%	Up 10%	Up 10%	Up 15%	Up 5%	NA

Sales Prices in Suburbs Vary Considerably

Sales prices of industrial buildings ranged from $15.00 a square foot in suburban Lille to $34.00 a square foot in suburban Paris. The few reports of changes over the past 12 months were in the 10 percent range.

EXHIBIT 61
SALES PRICES OF PRIME INDUSTRIAL BUILDINGS
IN FRANCE

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Paris				
100,000 or more sq. ft.	NA	NA	$31.00	Up 10%
60,000-99,999 sq. ft.	NA	NA	NA	NA
40,000-59,999 sq. ft.	NA	NA	$32.00	Up 10%
20,000-39,999 sq. ft.	NA	NA	NA	NA
5,000-19,999 sq. ft.	NA	NA	NA	NA
Less than 5,000 sq. ft.	NA	NA	$34.00	Up 10%
Lille				
100,000 or more sq. ft.	NA	NA	$15.00-16.00	NA
60,000-99,999 sq. ft.	NA	NA	$15.00-16.00	NA
40,000-59,999 sq. ft.	NA	NA	$15.00-16.00	NA
20,000-39,999 sq. ft.	NA	NA	$20.00	NA
5,000-19,999 sq. ft.	NA	NA	$20.00	NA
Less than 5,000 sq. ft.	NA	NA	$20.00	NA
Lyon				
100,000 or more sq. ft.	$28.00	NA	$25.00	NA
60,000-99,999 sq. ft.	$28.00	NA	$25.00	NA
40,000-59,999 sq. ft.	$28.00	NA	$25.00	NA
20,000-39,999 sq. ft.	NA	NA	NA	NA
5,000-19,999 sq. ft.	NA	NA	NA	NA
Less than 5,000 sq. ft.	NA	NA	NA	NA

Site Prices

Prices of industrial sites in France ranged from $.70 a square foot for an unimproved site in Lyon to almost $7.00 a square foot for an improved site in Paris. Overall, price changes over the past 12 months have ranged from five to 10 percent.

EXHIBIT 62
SALES PRICES OF PRIME INDUSTRIAL SITES
IN FRANCE

	Central City		Suburbs	
	Gross Selling Price per Sq. ft.	Change From a Year Ago	Gross Selling Price per Sq. ft.	Change From a Year Ago
Paris				
Improved				
Less than 2 acres	NA	NA	$2.45-6.95	Up 10%
2-5 acres	NA	NA	$2.45-6.95	Up 10%
6-9 acres	NA	NA	NA	NA
10 or more acres	NA	NA	$2.15-4.95	Up 10%
Unimproved				
Less than 10 acres	NA	NA	$0.75-1.85	Up 5%
10-99 acres	NA	NA	$0.75-1.85	Up 5%
100 or more acres	NA	NA	$0.75-1.85	Up 5%
Lille				
Improved				
Less than 2 acres	$4.65	NA	$1.85-2.15	Up 10%
2-5 acres	$4.65	NA	$1.85-2.15	Up 10%
6-9 acres	$4.65	NA	$1.85-2.15	Up 10%
10 or more acres	$4.65	NA	$1.85-2.15	Up 10%
Unimproved				
Less than 10 acres	NA	NA	NA	NA
10-99 acres	NA	NA	NA	NA
100 or more acres	NA	NA	NA	NA
Lyon				
Improved				
Less than 2 acres	NA	NA	NA	NA
2-5 acres	$3.10-3.90	Up 5%	$2.30-3.10	Up 5%
6-9 acres	$3.10-3.90	Up 5%	$2.30-3.10	Up 5%
10 or more acres	$3.10-3.90	Up 5%	$2.30-3.10	Up 5%
Unimproved				
Less than 10 acres	NA	NA	$0.70-3.10	Same
10-99 acres	NA	NA	$0.70-3.10	Same
100 or more acres	NA	NA	$0.70-3.10	Same

Lease Prices

Lease prices in France ranged from $1.85 a square foot for large buildings in suburban Lille to $3.40 a square foot in suburban Paris. Over the past year prices have increased 10 percent in Lyon, 15 percent in Paris and the city of Lille, and remained stable in suburban Lille.

EXHIBIT 63
ANNUAL LEASE PRICES OF PRIME INDUSTRIAL BUILDINGS
IN FRANCE

	Central City		Suburbs	
	Gross Lease Price per Sq. ft.	Change From a Year Ago	Gross Lease Price per Sq. ft.	Change From a Year Ago
Paris				
100,000 or more sq. ft.	NA	NA	$2.80-3.10	Same
60,000-99,999 sq. ft.	NA	NA	NA	NA
40,000-59,999 sq. ft.	NA	NA	$3.10-3.40	Up 15%
20,000-39,999 sq. ft.	NA	NA	$3.10-3.40	Up 15%
5,000-19,999 sq. ft.	NA	NA	$3.10-3.40	Up 15%
Less than 5,000 sq. ft.	NA	NA	$3.10-3.40	Up 15%
Lille				
100,000 or more sq. ft.	$2.30	Up 15%	$1.85	Same
60,000-99,999 sq. ft.	$2.30	Up 15%	$1.85	Same
40,000-59 999 sq. ft.	$2.30	Up 15%	$1.85	Same
20,000-39,999 sq. ft.	$3.00	Up 15%	$2.32	Same
5,000-19,999 sq. ft.	$3.00	Up 15%	$2.32	Same
Less than 5 000 sq. ft.	$3.00	Up 15%	$2.32	Same
Lyon				
100,000 or more sq. ft.	$2.60	Up 10%	$2.30	Up 10%
60,000-99,999 sq. ft.	$2.60	Up 10%	$2.30	Up 10%
40,000-59,999 sq. ft.	$2.60	Up 10%	$2.30	Up 10%
20,000-39,999 sq. ft.	$2.60	Up 10%	$2.30	Up 10%
5,000-19,999 sq. ft.	$2.60	Up 10%	$2.30	Up 10%
Less than 5,000 sq. ft.	$2.60	NA	$2.30	Up 10%

Rate of Construction Up for Research and Development

Construction of new research and development facilities is up moderately from a year ago in all three French cities. Construction of manufacturing facilities is reported as stable in Paris and Lyon and down in Lille. Construction of warehousing and distribution is stable in Paris and Lyon and up in Lille.

EXHIBIT 64
RATE OF NEW CONSTRUCTION COMPARED TO A YEAR AGO
IN FRANCE

	Manufacturing	Warehousing/ Distribution	Research and Development
Paris	Same	Same	Up Moderately
Lille	Down Moderately	Up Moderately	Up Moderately
Lyon	Same	Same	Up Moderately

Construction Costs Increasing

Construction costs have increased 10 to 15 percent over the past 12 months in the French cities. Costs presently range from $18.00 a square foot for large buildings in Lille to $31.00 a square foot for smaller buildings in Lyon and Paris.

EXHIBIT 65
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN FRANCE

	Cost Per Square Foor	Change From a Year Ago
Paris		
100,000 or more sq. ft.	$20.00	Up 15%
60,000-99,999 sq. ft.	$20.00	Up 15%
40,000-59 999 sq. ft.	$25.00	Up 15%
20,000-39,999 sq. ft.	$25.00	Up 15%
5,000-19,999 sq. ft.	$25.00	Up 15%
Less than 5,000 sq. ft.	$31.00	Up 15%

EXHIBIT 65
CONSTRUCTION COST OF PRIME INDUSTRIAL BUILDINGS
IN FRANCE

	Cost Per Square Foot	Change From a Year Ago
Lille		
100,000 or more sq. ft.	$18.00	Up 15%
60,000-99,999 sq. ft.	$18.00	Up 15%
40,000-59,999 sq. ft.	$18.00	Up 15%
20,000-39,999 sq. ft.	$23.00	Up 15%
5,000-19,999 sq. ft.	$23.00	Up 15%
Less than 5,000 sq. ft.	$28.00	Up 15%
Lyon		
100,000 or more sq. ft.	$19.00	Up 15%
60,000-99,999 sq. ft.	$19.00	Up 15%
40,000-59,999 sq. ft.	$23.00	Up 15%
20,000-39,999 sq. ft.	$23.00	Up 15%
5,000-19,999 sq. ft.	$28.00	Up 15%
Less than 5,000 sq. ft.	$31.00	Up 15%

Many Shortages Reported

Overall, shortages of industrial space are reported for most size categories. The only report of an oversupply is for medium sized buildings in Lyon.

EXHIBIT 66
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN FRANCE

	Vacancy Situation	Average Shelf Life (Months)
Paris		
100,000 or more sq. ft.	Moderate Shortage	NA
60,000-99,999 sq. ft.	Moderate Shortage	NA
40,000-59,999 sq. ft.	Balanced Market	NA
20,000-39,999 sq. ft.	Balanced Market	NA
5,000-19,999 sq. ft.	Moderate Shortage	NA
Less than 5,000 sq. ft.	Moderate Shortage	NA

EXHIBIT 66
VACANCY SITUATION FOR PRIME INDUSTRIAL PROPERTIES
IN FRANCE

	Vacancy Situation	Average Shelf Life (Months)
Lille		
100,000 or more sq. ft.	Moderate Shortage	NA
60,000-99,999 sq. ft.	Moderate Shortage	NA
40,000-59,999 sq. ft.	Balanced Market	NA
20,000-39,999 sq. ft.	Balanced Market	NA
5 000-19,999 sq. ft.	Moderate Shortage	NA
Less than 5,000 sq. ft.	Moderate Shortage	NA
Lyon		
100,000 or more sq. ft.	Moderate Shortage	NA
60,000-99,999 sq. ft.	Balanced Market	NA
40,000-59 999 sq. ft.	Balanced Market	NA
20,000-39,999 sq. ft.	Moderate Oversupply	NA
5,000-19,999 sq. ft.	Balanced Market	NA
Less than 5,000 sq. ft.	Moderate Shortage	NA

Absorptions in Lyon Going to Warehousing/Distribution

The only reports on absorption are from Lyon. Warehousing and distribution is taking the majority of space which is evenly divided between inside and outside industrial parks.

EXHIBIT 67
COMPOSITION OF ABSORPTION
IN FRANCE

	Industry			Inside/Outside Industrial Park	
	Warehousing/ Distribution	Manufacturing	Research and Development	Inside	Outside
Paris	NA	NA	NA	NA	NA
Lille	NA	NA	NA	NA	NA
Lyon	69%	31%	0%	48%	52%

Financing From Commercial Banks

Commercial banks are providing funds for industrial property purchases in France. Interest rates range from 11 to 17.5 percent.

EXHIBIT 68
MORTGAGE FINANCING FOR INDUSTRIAL PROPERTIES
IN FRANCE

	Most Important Source	Most Prevalent Interest Rate	Money Supply Availability
Paris	Commercial Banks	11.0-17.5%	NA
Lille	Commercial Banks	11.0-17.5%	NA
Lyon	Commercial Banks	11.0-17.5%	NA

Outlook Generally Optimistic

The outlook in the French metropolitan areas is generally optimistic over the next 12 months. Dollar volume is expected to increase (at least in Paris) and interest rates are expected to drop a point. Both prices and costs are also expected to increase moderately.

EXHIBIT 69
OUTLOOK FOR INDUSTRIAL REAL ESTATE ACTIVITY FOR NEXT 12 MONTHS
IN FRANCE

	Prices		Dollar Volume		Construction Costs	Absorption	Interest Rates
	Sales	Leases	Sales	Leases			
Paris	Up 15%	Up 10%	Up 5%	Up 5%	Up 10%	Same	Down 1%
Lille	Up 15%	Up 10%	NA	NA	Up 15%	NA	Down 1%
Lyon	Up 10%	Up 10%	NA	NA	NA	NA	NA